A3425-4

1984 BAI Bank Cash Compensation Survey

A report prepared for
Bank Administration Institute's
Human Resources Commission

by

Andrew M. Mosko
Director
Human Resources

Bank Administration Institute
Rolling Meadows, Illinois

Bank Administration Institute

Bank Administration Institute is a not-for-profit corporation whose broad goals are to help bank administrators achieve high levels of professional effectiveness and to help solve significant banking problems. These goals are pursued through programs of research and development, education, and technical assistance.

Founded in 1924, the Institute is today the largest technical banking association in the world. It is governed by a Board of Directors. Responsibility for management of the Institute's activities within a framework of policy established by the Board rests with the President, who is assisted by a staff located in Rolling Meadows, Illinois.

ISSN 0194-0759

Copyright 1984 by Bank Administration Institute, Rolling Meadows, Illinois
All rights reserved. This book or any parts of it may not be reproduced in any form without written permission from the publisher.

Printed in the United States of America

No. 4134

Human Resources Commission

W. Michael Balsley, *Chairman*
Senior Vice President
The First National Bank of Atlanta
Atlanta, Georgia

William E. Blevins
Senior Vice President and Director of Personnel
National Bank of Detroit
Detroit, Michigan

R. Marie Clutter
Senior Vice President
BancOhio National Bank
Columbus, Ohio

Andrew D. Hiduke
Senior Vice President and Manager, Human Resources
National Bank of Commerce
San Antonio, Texas

John L. Kinman
Senior Vice President and Manager, Organization and Personnel Division
U.S. National Bank of Oregon
Portland, Oregon

Ann Ostergaard
Vice President, Human Resources and General Services
Dollar Bank
Pittsburgh, Pennsylvania

Richard P. Reed
Senior Vice President and Manager, Human Resources Department
Central National Bank of Cleveland
Cleveland, Ohio

William N. Setterstrom
Senior Vice President
Northern Trust Company
Chicago, Illinois

Daniel A. Zaich
Senior Vice President
Union Bank
Los Angeles, California

Contents

Introduction ix

National Results 1

Regional Results 25

Region I New England 27
Region II Mid Atlantic 51
Region III South Atlantic 75
Region IV South-East 99
Region V East-North Central 123
Region VI East-South Central 147
Region VII West-North Central 171
Region VIII West-South Central 195
Region IX Mountain 219
Region X Pacific 243

Introduction

This is the eleventh national bank salary survey conducted by Bank Administration Institute. The *1984 BAI Bank Cash Compensation Survey* includes 23 non-officer positions and 66 officer positions.

The survey questionnaires were initially sent to all Institute member banks in March, 1984, with a follow-up mailing in June. A total of 1,758 banks provided usable survey data, a 42% increase in the number of survey participants from 1983. These banks range in asset size from under $20 million to over $1 billion.

Results are reported at both national and regional levels by bank asset class. The asset classes used in this survey are under $20 million, $20-$29, $30-$39, $40-$49, $50-$99, $100-$249, $250-$499, $500-$999, and $1 billion and over. The survey is divided into 10 geographic regions:

Region I — NEW ENGLAND: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont

Region II — MID ATLANTIC: New Jersey, New York, Pennsylvania

Region III — SOUTH ATLANTIC: Delaware, Maryland, Virginia, Washington, D.C., West Virginia

Region IV — SOUTH-EAST: Florida, Georgia, North Carolina, South Carolina

Region V — EAST-NORTH CENTRAL: Illinois, Indiana, Michigan, Ohio, Wisconsin

Region VI — EAST-SOUTH CENTRAL: Alabama, Kentucky, Mississippi, Tennessee

Region VII — WEST-NORTH CENTRAL: Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota

Region VIII — WEST-SOUTH CENTRAL: Arkansas, Louisiana, Oklahoma, Texas

Region IX — MOUNTAIN: Arizona, Colorado, Idaho, Montana, New Mexico, Nevada, Utah, Wyoming

Region X — PACIFIC: Alaska, California, Hawaii, Oregon, Washington.

The *1984 BAI Bank Cash Compensation Survey* surveyed the following 89 positions commonly found in banking:

101 File Clerk
102 General Clerk
103 Clerk Typist
104 Data Entry Operator
105 Mail Clerk
106 Accounting Clerk-Senior
107 Accounting Clerk
108 Proof Machine Operator
109 Word Processing Operator
110 Bookkeeping Machine Operator
111 Maintenance Service Worker
112 Custodian
113 Messenger
114 Security Guard
201 Safe Deposit Clerk
202 Receptionist
203 New Accounts Representative
204 Telephone Operator
205 Secretary
206 Executive Secretary
207 Legal Secretary
208 Universal Teller
209 Head Teller
301 Senior Commercial Loan Officer
302 Commercial Loan Officer
303 Senior Consumer Loan Officer
304 Consumer Loan Officer
305 Senior Mortgage Loan Officer
306 Mortgage Loan Officer
307 Trust Account Administrator
308 Corporate Trust Officer
309 Personal Trust Officer
310 Staff Attorney
311 Internal Auditor
312 Loan Review Officer
313 Business Development Officer
314 Systems Analyst
315 Senior Computer Programmer
316 Computer Programmer
317 Senior Computer Operator
318 Computer Operator
319 Staff Appraiser
320 Consumer Loan Collector
321 Personnel Assistant
322 Employment Interviewer
323 Assistant Branch Manager (Large + 31)
324 Assistant Branch Manager (Medium 10-30)
325 Assistant Branch Manager (Small – 10)
326 Accountant
327 Officer Trainee (Bachelor's Degree)
328 Officer Trainee (Master's Degree)
329 Advertising Officer
330 New Accounts Officer
401 Chief Executive Officer
402 Chief Administrative Officer
403 Chief Financial Officer
404 Senior Operations Officer
405 Operations Officer
406 Personnel Officer Director
407 Marketing Officer
408 Controller
409 General Accounting Manager
410 Branch Administration Officer
411 Branch Manager (Large + 31)
412 Branch Manager (Medium 10-30)
413 Branch Manager (Small – 10)
414 Data Processing Director
415 Computer Center Manager
416 Systems and Programming Manager
417 Data Processing Operations Supervisor
418 Purchasing Manager
419 Commercial Credit Department Manager
420 Consumer Loan Department Manager
421 Mortgage Loan Department Manager
422 Commercial Loan Department Manager
423 Senior Trust Officer
424 Trust Operations Manager
425 Telephone Supervisor
426 Compensation and Benefits Manager
427 Payroll Supervisor
428 Internal Audit Manager
429 Security Manager
430 Consumer Loan Collection Manager
431 Training Director
432 Employment Director
433 Senior Business Development Officer
434 Senior International Banking Officer
435 Senior Investment Officer
436 Senior Correspondent Banking Officer

A description of each position's responsibilities was provided in the *Benchmark Position Summary*, which accompanied the survey's input form. Participants were asked to identify positions in their banks that most closely resemble the benchmark positions. It was recommended, that when a position incumbent performed more than one-half of the responsibilities described in the benchmark description, a position match existed. Salary and demographic data were collected based upon this position match. All survey data were edited prior to analysis, and discrepancies were resolved with respondent banks. This year's survey data include:

Number of Banks. The actual number of banks that submitted usable data for each summary position. Salary and demographic data are reported for each asset class with five or more respondents.

Mean Base Salary. The arithmetic average of the reported base salaries (the sum of the base salaries divided by the number of respondents). Base salary is reported as an annual figure. When an hourly base salary was reported, it was converted to an annual rate by multiplying the hourly rate by 2,080 hours (40 hr/week times 52 weeks). Monthly base salaries were converted by multiplying by 12.

Mean Salary Range Minimum. The arithmetic average of the reported minimum established salary range. Salary range minimum is reported as an annual figure. Hourly or monthly salary range minimums were annualized using the same procedures as described in mean base salary. Where range minimums are missing, insufficient information was available for analysis.

Mean Salary Range Maximum. The arithmetic average of the reported maximum established salary range. Salary range maximum is reported as an annual figure. Hourly or monthly range maximums were annualized using the same procedures as described in mean base salary. Where range maximums are missing, insufficient information was available for analysis.

Median Base Salary. The middle value, or more commonly known as midpoint, when annualized base salary is arranged in order of magnitude. It is the point below which 50 percent of the reported base salaries fall.

Mean Number of Incumbents. The arithmetic average of the reported total number of incumbents for each position.

These data were reported for all positions. The following additional demographic data were reported only for the officer level position.

Mean Age. The arithmetic average of the reported age in years for the position incumbents. The mean is reported as a whole number.

Mean Length of Service. The arithmetic average of the number of years the position incumbents have worked at the respondent banks. The mean is reported as a whole number.

Mean Years Assigned to Current Position. The arithmetic average of the number of years that the incumbents have worked in the position that most closely resembles the benchmark. The mean is reported as a whole number.

Mean Total Number of Employees Supervised. The arithmetic average of the total number (head count) of employees supervised both directly and through others. The mean is reported as a whole number.

Approximately 46% of this year's respondents provided incentive bonus award information. This information is reported only at the national level for all surveyed positions. Incentive award information reported in this year's survey includes:

Mean Incentive Award. The arithmetic average of the reported incentive award paid (the sum of the actual awards divided by the number of banks reporting incentive award payouts). Incentive awards for the purpose of this survey are limited to cash payouts. Deferred bonus awards were not reported by the respondents.

Banks Reporting Incentive Awards. The actual number of banks that provided usable incentive award information for each position.

The following report is divided into two sections. The first section summarizes national results and includes number of banks, mean base salary, mean salary range, mean range minimum and maximum, 1984 median base salary, percentage change over 1983 median base salary, mean incentive award, and number of banks reporting incentive awards. The reported mean/median base salary may be above or below the reported mean salary range minimum or maximum. Salary range exceptions noted in this report with an asterisk (*) are caused by a limited number of banks reporting salary ranges, the actual

position of the base salary in the range, and respondent banks violating their range minimums or maximums. The percentage change of median base salary is reported for most positions surveyed in 1983 and 1984. When insufficient data prevented reporting a median base salary last year, the percent change for this year is not reported. The percent change for all bank asset category provides a stable estimate of actual salary growth 1983 to 1984. Within the individual asset categories, the percentage change may vary widely for some positions due to the differences in the number of respondent banks and their unique salary characteristics. National salary data are reported for each position by asset class and by all banks. If fewer than five banks in an asset class responded to a position, these data were not reported.

The second section of this report summarizes the survey results for your bank's region. Data are reported for each position by asset class and by all banks in the region. The reported mean/median base salary may be above or below the reported mean salary range minimum or maximum. Salary range exceptions noted in this report with an asterisk (*) are caused by a limited number of banks reporting salary ranges, the actual position of the base salary in the range, and respondent banks violating their range minimums or maximums. If fewer than five banks in an asset class responded to a position, these data were not reported. Due to the limited number of survey respondents at the regional level, *these data should be used as a reference rather than a definitive guide when reviewing or updating your bank's salaries.*

National Results

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
101 FILE CLERK								
UNDER $20 MILLION	40	$9,130	$8,237	$10,617	$8,892	+9.0	$415	15
$20 TO $29 MILLION	44	$8,963	$8,389	$10,443	$8,550	-2.6	$539	14
$30 TO $39 MILLION	60	$9,150	$7,911	$10,095	$8,840	+.5	$578	18
$40 TO $49 MILLION	57	$8,998	$8,069	$10,111	$8,840	+.1	$575	17
$50 TO $99 MILLION	221	$9,317	$8,254	$11,354	$9,150	+3.5	$579	53
$100 TO $249 MILLION	251	$9,201	$7,970	$11,341	$9,135	+3.4	$601	44
$250 TO $499 MILLION	106	$9,254	$8,136	$11,498	$9,000	+1.1	$412	11
$500 TO $999 MILLION	50	$9,535	$8,309	$11,911	$9,390	+8.1		4
$1 BILLION AND OVER	52	$9,682	$8,478	$12,368	$9,384	+3.7		4
ALL BANKS	881	$9,252	$8,143	$11,378	$9,094	+3.3	$580	180
102 GENERAL CLERK								
UNDER $20 MILLION	57	$10,819	$9,733	$12,013	$10,171	+5.9	$643	21
$20 TO $29 MILLION	68	$10,779	$8,919	$12,706	$10,130	+1.3	$825	22
$30 TO $39 MILLION	83	$10,564	$8,786	$12,395	$10,500	+9.1	$715	28
$40 TO $49 MILLION	75	$10,833	$8,658	$12,844	$10,818	+4.4	$1,048	22
$50 TO $99 MILLION	270	$10,603	$8,676	$12,716	$10,400	+5.9	$639	68
$100 TO $249 MILLION	277	$10,506	$8,681	$12,843	$10,443	+5.9	$669	52
$250 TO $499 MILLION	108	$10,653	$8,648	$12,872	$10,393	+5.0	$520	15
$500 TO $999 MILLION	55	$10,341	$8,764	$13,430	$10,200	+.6	$863	6
$1 BILLION AND OVER	56	$11,167	$9,489	$14,391	$10,937	+3.6		4
ALL BANKS	1,049	$10,635	$8,784	$12,947	$10,440	+5.5	$715	238
103 CLERK TYPIST								
UNDER $20 MILLION	18	$10,272	$9,447	$12,020	$10,450	+8.9	$499	9
$20 TO $29 MILLION	21	$10,759	$9,073	$14,476	$10,825	+4.8	$708	6
$30 TO $39 MILLION	22	$10,082	$8,986	$12,376	$9,445	+.5	$600	6
$40 TO $49 MILLION	32	$10,920	$9,355	$12,526	$10,467	+3.8	$726	8
$50 TO $99 MILLION	138	$10,362	$8,845	$12,307	$10,100	+1.3	$516	26
$100 TO $249 MILLION	163	$10,390	$8,902	$12,815	$10,320	+5.3	$759	32
$250 TO $499 MILLION	78	$10,526	$8,839	$12,807	$10,279	+5.4	$502	10
$500 TO $999 MILLION	51	$10,395	$8,904	$12,949	$10,200	+.1	$688	7
$1 BILLION AND OVER	53	$10,898	$9,595	$14,275	$10,545	+4.4		4
ALL BANKS	576	$10,476	$8,995	$12,935	$10,300	+4.0	$643	108
104 DATA ENTRY OPERATOR								
UNDER $20 MILLION	24	$11,000	$8,957	$11,298	$10,875	+8.3	$779	8
$20 TO $29 MILLION	22	$10,759	$9,095	$13,153	$10,400	+3.1	$867	6
$30 TO $39 MILLION	34	$10,256	$8,981	$11,471	$9,600	.0	$847	13
$40 TO $49 MILLION	40	$10,507	$9,100	$12,393	$10,320	+1.1	$1,260	11
$50 TO $99 MILLION	172	$10,336	$8,988	$12,591	$10,056	-1.4	$626	47
$100 TO $249 MILLION	227	$10,712	$8,955	$12,880	$10,552	+4.3	$654	40
$250 TO $499 MILLION	99	$11,055	$9,089	$13,334	$10,920	+5.9	$604	12
$500 TO $999 MILLION	45	$11,185	$9,274	$13,613	$10,920	+5.1	$1,136	5
$1 BILLION AND OVER	58	$11,488	$9,759	$14,432	$11,302	+2.9	$935	5
ALL BANKS	721	$10,739	$9,109	$13,068	$10,590	+3.8	$745	147

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
105 MAIL CLERK								
UNDER $20 MILLION	2	INSUFFICIENT DATA						
$20 TO $29 MILLION	7	$9,660 *	$10,740	$12,150	$10,380 *	+42.6		1
$30 TO $39 MILLION	11	$8,128	$7,356	$8,790	$8,320	+11.1		4
$40 TO $49 MILLION	12	$8,752	$7,287	$10,337	$8,164	+4.7		2
$50 TO $99 MILLION	97	$9,400	$8,282	$11,256	$9,000	+2.0	$408	19
$100 TO $249 MILLION	199	$9,581	$8,090	$11,410	$9,240	+4.5	$636	29
$250 TO $499 MILLION	116	$9,606	$8,128	$11,386	$9,288	+1.8	$478	16
$500 TO $999 MILLION	58	$9,983	$8,507	$12,188	$9,802	+6.6	$1,030	6
$1 BILLION AND OVER	58	$10,199	$8,646	$12,616	$10,023	+1.2	$811	5
ALL BANKS	560	$9,612	$8,237	$11,575	$9,350	+4.6	$560	82
106 ACCOUNTING CLERK-SR								
UNDER $20 MILLION	78	$12,351	$11,464	$14,060	$12,000	+2.8	$874	29
$20 TO $29 MILLION	70	$13,482	$12,582	$16,196	$12,840	+2.9	$949	19
$30 TO $39 MILLION	67	$13,856	$10,896	$14,244	$13,650	+18.5	$960	29
$40 TO $49 MILLION	73	$14,188	$11,061	$14,951	$13,500	+2.6	$1,062	25
$50 TO $99 MILLION	235	$14,019	$11,195	$16,052	$13,500	+2.4	$782	64
$100 TO $249 MILLION	194	$14,327	$11,133	$16,269	$13,800	+6.2	$1,207	40
$250 TO $499 MILLION	95	$14,429	$11,571	$16,876	$14,070	+6.6	$806	15
$500 TO $999 MILLION	51	$14,903	$12,155	$18,220	$14,520	+9.6	$1,723	6
$1 BILLION AND OVER	52	$14,890	$12,195	$18,222	$14,300	+3.5		4
ALL BANKS	915	$14,044	$11,459	$16,441	$13,608	+5.0	$969	231
107 ACCOUNTING CLERK								
UNDER $20 MILLION	68	$10,760	$9,428	$13,052	$10,440	+6.1	$747	26
$20 TO $29 MILLION	85	$10,916	$10,046	$13,729	$10,530	+3.2	$524	25
$30 TO $39 MILLION	77	$11,293	$9,217	$12,514	$10,790	+6.2	$902	22
$40 TO $49 MILLION	80	$11,016	$8,948	$12,342	$10,800	+7.7	$991	26
$50 TO $99 MILLION	285	$11,230	$9,382	$13,383	$10,918	+1.9	$644	75
$100 TO $249 MILLION	292	$11,649	$9,472	$13,842	$11,430	+5.6	$796	47
$250 TO $499 MILLION	127	$11,584	$9,528	$13,871	$11,300	+1.8	$642	17
$500 TO $999 MILLION	60	$12,026	$10,098	$14,932	$11,652	+5.0	$891	6
$1 BILLION AND OVER	63	$12,388	$10,249	$15,345	$12,114	+10.7	$975	5
ALL BANKS	1,137	$11,421	$9,552	$13,792	$11,160	+5.2	$743	249
108 PROOF MACHINE OPERATOR								
UNDER $20 MILLION	125	$10,094	$8,611	$11,959	$10,200	+6.3	$684	49
$20 TO $29 MILLION	148	$10,215	$9,221	$12,198	$10,004	+4.2	$653	52
$30 TO $39 MILLION	121	$10,409	$8,646	$11,562	$10,200	+6.5	$721	41
$40 TO $49 MILLION	119	$10,259	$8,697	$12,056	$10,000	+2.2	$1,031	43
$50 TO $99 MILLION	384	$10,368	$8,788	$12,333	$10,020	+1.2	$617	101
$100 TO $249 MILLION	342	$10,088	$8,587	$12,335	$9,960	+4.4	$669	64
$250 TO $499 MILLION	124	$10,038	$8,544	$12,193	$9,825	+2.0	$708	20
$500 TO $999 MILLION	61	$10,333	$8,864	$12,816	$9,959	+3.5	$1,083	7
$1 BILLION AND OVER	54	$10,662	$9,215	$13,679	$10,711	+11.6		4
ALL BANKS	1,478	$10,241	$8,726	$12,353	$10,020	+4.0	$712	381

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
109 WORD PROCESSING OPERATOR								
UNDER $20 MILLION	5	$10,700 *	$10,800	$13,000	$11,100			3
$20 TO $29 MILLION	5	$12,344 *	$13,100	$18,000	$13,000 *	+9.9		
$30 TO $39 MILLION	11	$9,913	$8,027	$10,350	$10,200			4
$40 TO $49 MILLION	9	$11,325	$9,499	$12,241	$11,187			1
$50 TO $99 MILLION	52	$11,686	$9,798	$13,712	$11,310	-.8	$556	9
$100 TO $249 MILLION	114	$11,727	$9,870	$14,419	$11,332	+3.8	$960	23
$250 TO $499 MILLION	63	$11,754	$9,837	$14,415	$11,640	+6.3	$635	7
$500 TO $999 MILLION	42	$12,358	$10,398	$15,511	$11,600	+3.5		2
$1 BILLION AND OVER	57	$12,811	$10,823	$16,036	$12,456	+5.1		3
ALL BANKS	358	$11,901	$10,111	$14,745	$11,640	+3.0	$801	52
110 BOOKKEEPING MACHINE OPERATOR								
UNDER $20 MILLION	27	$9,694	$7,966	$12,017	$9,000	-7.2	$972	12
$20 TO $29 MILLION	22	$10,334	$9,341	$12,250	$9,600	.0	$497	9
$30 TO $39 MILLION	17	$10,709	$8,808	$11,191	$10,860	+1.2	$922	7
$40 TO $49 MILLION	21	$11,203	$8,957	$12,365	$10,200	+21.4	$447	8
$50 TO $99 MILLION	49	$10,626	$8,634	$13,067	$10,244	-2.4	$743	11
$100 TO $249 MILLION	44	$11,162	$8,824	$12,981	$10,708	+6.4		4
$250 TO $499 MILLION	13	$11,003	$8,880	$12,949	$10,192	+7.1		2
$500 TO $999 MILLION	8	$11,035	$9,543	$13,227	$10,100			
$1 BILLION AND OVER	5	$12,916	$10,942	$16,141	$12,939			
ALL BANKS	206	$10,748	$8,941	$12,903	$10,500	+3.1	$761	53
111 MAINTENANCE SERVICE WORKER								
UNDER $20 MILLION	3	INSUFFICIENT DATA						
$20 TO $29 MILLION	11	$8,719			$8,736	-30.1		4
$30 TO $39 MILLION	14	$12,334	$9,182	$12,604	$12,445	+33.0		4
$40 TO $49 MILLION	15	$11,970	$10,785	$13,597	$12,000	+16.8		1
$50 TO $99 MILLION	106	$11,718	$9,142	$13,495	$11,500	+4.5	$602	30
$100 TO $249 MILLION	178	$13,322	$9,879	$14,285	$12,480	+3.8	$892	26
$250 TO $499 MILLION	80	$13,104	$10,050	$15,294	$12,100	+1.9	$737	8
$500 TO $999 MILLION	51	$12,911	$10,170	$15,234	$12,840	+6.4	$952	6
$1 BILLION AND OVER	43	$13,881	$10,749	$16,197	$13,124	+8.0		3
ALL BANKS	501	$12,771	$9,968	$14,679	$12,222	+5.4	$753	83
112 CUSTODIAN								
UNDER $20 MILLION	47	$9,630	$7,530	$9,897	$8,819	+21.1	$280	14
$20 TO $29 MILLION	55	$9,888 *	$8,869	$9,269	$9,620 *	+6.9	$637	15
$30 TO $39 MILLION	46	$10,177 *	$8,106	$9,767	$9,880 *	-4.4	$285	11
$40 TO $49 MILLION	57	$10,119	$8,050	$10,735	$9,400	-4.3	$533	17
$50 TO $99 MILLION	163	$10,380	$8,326	$11,686	$10,000	+5.6	$630	36
$100 TO $249 MILLION	135	$10,825	$8,234	$11,713	$10,000	+8.4	$668	20
$250 TO $499 MILLION	60	$10,419	$8,341	$11,422	$10,000	+6.2	$665	12
$500 TO $999 MILLION	29	$9,969	$8,214	$11,372	$9,771	+2.7		2
$1 BILLION AND OVER	31	$10,514	$8,611	$12,421	$9,965	-2.2		2
ALL BANKS	623	$10,329	$8,297	$11,528	$9,880	+4.4	$583	129

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
113 MESSENGER								
UNDER $20 MILLION	7	$9,115	$7,556	$11,548	$9,360	.0		3
$20 TO $29 MILLION	18	$8,888	$7,930	$10,487	$8,600		$211	5
$30 TO $39 MILLION	19	$9,483	$8,398	$11,320	$9,256	+2.8	$271	6
$40 TO $49 MILLION	24	$10,854	$9,201	$11,633	$9,900	+3.1	$299	7
$50 TO $99 MILLION	142	$9,656	$8,130	$11,496	$9,300	+3.3	$426	41
$100 TO $249 MILLION	222	$9,770	$8,071	$11,310	$9,308	+3.1	$754	39
$250 TO $499 MILLION	104	$9,938	$8,192	$11,531	$9,738	+2.4	$585	12
$500 TO $999 MILLION	47	$10,048	$8,508	$12,022	$10,092	+7.4	$550	6
$1 BILLION AND OVER	50	$11,184	$9,256	$13,436	$10,629	+1.8		3
ALL BANKS	640	$9,902	$8,297	$11,682	$9,606	+3.2	$540	122
114 SECURITY GUARD								
UNDER $20 MILLION	4	INSUFFICIENT DATA						
$20 TO $29 MILLION	8	$14,855	$12,442	$17,975	$13,572			1
$30 TO $39 MILLION	7	$13,294	$10,358	$14,264 *	$12,480			1
$40 TO $49 MILLION	7	$15,581 *	$8,840	$11,000	$16,917 *			1
$50 TO $99 MILLION	36	$13,557	$10,968	$15,671	$12,780	+11.1	$619	10
$100 TO $249 MILLION	67	$13,241	$9,819	$13,897	$12,000	+9.9	$849	14
$250 TO $499 MILLION	55	$12,489	$9,677	$14,406	$12,075	+5.9	$637	8
$500 TO $999 MILLION	33	$12,360	$10,080	$15,228	$11,532	-3.4		3
$1 BILLION AND OVER	50	$12,905	$10,828	$16,111	$12,169	+12.9		2
ALL BANKS	267	$13,109	$10,260	$15,043	$12,200	+9.7	$805	40
201 SAFE DEPOSIT CLERK								
UNDER $20 MILLION	12	$10,092	$9,100	$11,384	$10,200	-10.5		1
$20 TO $29 MILLION	27	$10,504	$8,422	$11,155	$10,500	+9.4	$375	8
$30 TO $39 MILLION	28	$11,254	$9,738	$12,490	$10,896	+14.2	$856	10
$40 TO $49 MILLION	43	$10,652	$8,366	$11,587	$10,005	-2.8	$1,147	14
$50 TO $99 MILLION	218	$10,757	$9,030	$12,630	$10,504	+5.5	$571	53
$100 TO $249 MILLION	278	$11,267	$8,969	$12,987	$11,000	+1.9	$769	44
$250 TO $493 MILLION	113	$11,452	$9,078	$12,992	$11,238	+5.2	$661	13
$500 TO $999 MILLION	55	$11,427	$9,053	$13,160	$11,175	+6.9	$1,527	5
$1 BILLION AND OVER	45	$12,121	$9,573	$14,144	$11,544	+8.9		3
ALL BANKS	819	$11,139	$9,051	$12,940	$10,930	+4.2	$739	151
202 RECEPTIONIST								
UNDER $20 MILLION	29	$10,230	$9,451	$10,984	$10,088	+1.9	$768	8
$20 TO $29 MILLION	45	$10,198	$9,538	$11,882	$10,484	+5.9	$434	12
$30 TO $39 MILLION	59	$10,072	$8,927	$12,485	$9,840	+2.7	$825	18
$40 TO $49 MILLION	51	$10,209	$8,783	$11,941	$9,975	+5.9	$823	18
$50 TO $99 MILLION	175	$10,332	$8,784	$12,458	$10,192	+2.3	$539	34
$100 TO $249 MILLION	167	$10,597	$8,933	$12,801	$10,200	+1.6	$511	20
$250 TO $499 MILLION	83	$10,937	$9,177	$13,172	$10,800	+5.4	$543	9
$500 TO $999 MILLION	41	$10,969	$9,409	$13,565	$10,689	+7.6	$979	6
$1 BILLION AND OVER	42	$11,662	$9,970	$14,823	$11,544	+6.5		3
ALL BANKS	692	$10,543	$9,099	$12,921	$10,300	+3.0	$656	128

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
203 NEW ACCOUNTS REPRESENTATIVE								
UNDER $20 MILLION	106	$11,531	$9,912	$13,734	$11,000	+1.9	$505	24
$20 TO $29 MILLION	104	$11,815	$10,312	$14,075	$11,833	+6.6	$761	32
$30 TO $39 MILLION	102	$11,614	$9,692	$13,576	$11,040	+4.2	$771	38
$40 TO $49 MILLION	99	$11,798	$9,720	$13,727	$11,580	+8.2	$856	29
$50 TO $99 MILLION	346	$11,710	$9,769	$14,057	$11,340	+3.2	$689	93
$100 TO $249 MILLION	335	$11,997	$9,888	$14,553	$11,700	+4.4	$745	59
$250 TO $499 MILLION	130	$12,579	$10,525	$15,654	$12,300	+5.3	$711	18
$500 TO $999 MILLION	64	$12,788	$10,646	$15,899	$12,500	+2.6	$970	7
$1 BILLION AND OVER	60	$13,800	$11,594	$17,450	$13,092	+6.4		4
ALL BANKS	1,346	$12,003	$10,109	$14,739	$11,740	+5.0	$731	304
204 TELEPHONE OPERATOR								
UNDER $20 MILLION	10	$9,228	$8,467	$9,800	$8,880	-8.2		1
$20 TO $29 MILLION	36	$9,394	$8,346	$10,828	$9,000	.0	$285	11
$30 TO $39 MILLION	50	$9,753	$8,780	$11,327	$9,600	+5.4	$618	14
$40 TO $49 MILLION	58	$9,958	$8,391	$11,169	$9,840	+7.9	$717	15
$50 TO $99 MILLION	271	$9,887	$8,536	$11,903	$9,750	+2.6	$534	68
$100 TO $249 MILLION	318	$10,244	$8,629	$12,191	$10,080	+3.4	$619	51
$250 TO $499 MILLION	128	$10,954	$8,752	$12,571	$10,548	+1.6	$595	18
$500 TO $999 MILLION	62	$11,602	$9,165	$13,330	$11,460	+4.4	$863	6
$1 BILLION AND OVER	58	$11,650	$9,490	$14,012	$11,361	-1.5	$886	5
ALL BANKS	991	$10,323	$8,735	$12,338	$10,146	+3.7	$587	189
205 SECRETARY								
UNDER $20 MILLION	97	$11,561	$10,365	$14,695	$11,364	+2.1	$493	31
$20 TO $29 MILLION	103	$11,692	$10,230	$14,468	$11,400	+.9	$632	32
$30 TO $39 MILLION	92	$11,928	$9,830	$14,436	$11,700	+11.4	$828	29
$40 TO $49 MILLION	99	$11,766	$9,988	$13,843	$11,400	-4.2	$1,092	34
$50 TO $99 MILLION	321	$12,146	$9,894	$14,274	$11,550	+.8	$687	86
$100 TO $249 MILLION	322	$12,072	$9,909	$14,641	$11,976	+4.9	$833	58
$250 TO $499 MILLION	136	$12,426	$10,028	$14,883	$11,940	+2.1	$675	19
$500 TO $999 MILLION	68	$12,655	$10,398	$16,075	$12,306	+1.0	$929	7
$1 BILLION AND OVER	72	$13,526	$11,298	$17,028	$13,104	+8.4	$986	5
ALL BANKS	1,310	$12,136	$10,106	$14,854	$11,880	+3.9	$758	301
206 EXECUTIVE SECRETARY								
UNDER $20 MILLION	85	$14,293	$12,812	$17,107	$14,100	-1.3	$950	28
$20 TO $29 MILLION	112	$14,920	$12,973	$17,449	$14,016	+3.8	$928	37
$30 TO $39 MILLION	85	$14,891	$12,192	$16,795	$14,400	+7.6	$1,287	30
$40 TO $49 MILLION	88	$15,103	$12,049	$16,606	$14,350	+.7	$1,616	32
$50 TO $99 MILLION	329	$15,178	$12,003	$17,406	$14,500	+3.6	$1,001	93
$100 TO $249 MILLION	333	$15,857	$12,091	$18,054	$15,267	+3.7	$1,244	60
$250 TO $499 MILLION	126	$16,741	$12,563	$18,929	$15,860	+4.3	$907	17
$500 TO $999 MILLION	68	$17,416	$13,321	$20,930	$17,000	+4.4	$2,070	9
$1 BILLION AND OVER	71	$18,881	$14,434	$22,035	$18,600	+5.4	$1,507	5
ALL BANKS	1,297	$15,720	$12,508	$18,441	$15,060	+3.9	$1,159	311

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MEAN SALARY RANGE MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
207 LEGAL SECRETARY								
UNDER $20 MILLION	9	$12,933 *	$13,008	$20,320	$13,000 *	+ 3.2		2
$20 TO $29 MILLION	7	$13,435			$11,532	-4.9		4
$30 TO $39 MILLION	8	$14,390	$11,615	$15,571	$13,200	+20.9		2
$40 TO $49 MILLION	8	$13,592	$11,352	$15,000	$14,200			3
$50 TO $99 MILLION	26	$14,213	$11,681	$16,343	$13,425	+7.3	$702	9
$100 TO $249 MILLION	41	$14,114	$10,835	$16,681	$13,500	+12.9	$845	5
$250 TO $499 MILLION	13	$13,725	$11,474	$16,585	$13,020	-6.9		1
$500 TO $999 MILLION	8	$15,769	$12,707	$18 395	$16,000	+14.6		
$1 BILLION AND OVER	24	$16,535	$13,115	$20,012	$15,920	-3.6		3
ALL BANKS	144	$14,505	$11,873	$17,588	$14,000	+11.3	$917	29
208 UNIVERSAL TELLER								
UNDER $20 MILLION	187	$10,568	$8,715	$12,058	$10,000	+4.2	$699	69
$20 TO $29 MILLION	169	$10,947	$8,931	$12,326	$9,980	+6.5	$951	58
$30 TO $39 MILLION	135	$11,423	$8,620	$12,274	$9,880	+4.4	$648	48
$40 TO $49 MILLION	127	$10,792	$8,284	$12,100	$9,960	+4.5	$1,064	44
$50 TO $99 MILLION	375	$10,272	$8,679	$12,930	$9,900	+3.1	$607	97
$100 TO $249 MILLION	342	$10,224	$8,774	$13,109	$10,051	+4.7	$675	61
$250 TO $499 MILLION	133	$10,522	$9,011	$13,353	$10,300	-.3	$421	18
$500 TO $999 MILLION	65	$10,926	$9,456	$14,323	$10,600	+3.5	$1,444	7
$1 BILLION AND OVER	63	$11,396	$9,977	$15,046	$11,184	+1.8		4
ALL BANKS	1,596	$10,599	$8,863	$13,061	$10,036	+4.3	$746	405
209 HEAD TELLER								
UNDER $20 MILLION	145	$12,255	$11,115	$14,266	$12,000	.0	$1,105	51
$20 TO $29 MILLION	147	$13,459	$11,434	$15,748	$13,000	+8.3	$1,042	48
$30 TO $39 MILLION	124	$13,238	$11,263	$15,172	$12,861	+1.3	$972	42
$40 TO $49 MILLION	121	$13,389	$11,080	$14,683	$13,000	+7.3	$1,325	43
$50 TO $99 MILLION	378	$13,376	$11,068	$15,599	$13,000	+3.4	$861	101
$100 TO $249 MILLION	329	$13,508	$10,958	$16,192	$13,000	+5.5	$1,030	63
$250 TO $499 MILLION	122	$13,789	$11,027	$16,356	$12,828	-1.3	$738	20
$500 TO $999 MILLION	57	$13,662	$11,353	$17,319	$13,411	.0	$1,360	6
$1 BILLION AND OVER	60	$14,381	$12,065	$18,176	$14,114	+3.1	$1,094	5
ALL BANKS	1,483	$13,379	$11,151	$16,047	$12,965	+4.4	$1,014	379
301 SR COMMERCIAL LOAN OFFICER								
UNDER $20 MILLION	57	$33,902	$31,224	$43,531	$32,000	.0	$3,370	21
$20 TO $29 MILLION	84	$33,345	$28,727	$38,831	$33,400	+9.5	$4,258	32
$30 TO $39 MILLION	63	$35,822	$26,424	$42,923	$32,000	-2.3	$3,783	23
$40 TO $49 MILLION	68	$35,312	$30,674	$42,595	$35,000	+6.1	$4,864	32
$50 TO $99 MILLION	257	$37,622	$28,636	$45,285	$37,200	-1.8	$4,588	94
$100 TO $249 MILLION	264	$41,028	$29,242	$47,134	$39,500	+6.8	$4,406	83
$250 TO $499 MILLION	118	$45,921	$34,373	$52,024	$43,200	+6.1	$5,020	32
$500 TO $999 MILLION	61	$44,073	$32,117	$54,544	$43,000	+12.1	$5,233	14
$1 BILLION AND OVER	60	$44,795	$33,857	$54,148	$41,500	+7.3	$4,489	18
ALL BANKS	1,032	$39,425	$30,993	$48,833	$38,000	+5.6	$4,474	349

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
302 COMMERCIAL LOAN OFFICER								
UNDER $20 MILLION	46	$23,441	$18,730	$26,820	$22,770	-9.6	$1,443	18
$20 TO $29 MILLION	56	$26,167	$24,141	$32,612	$25,000	-3.8	$3,379	20
$30 TO $39 MILLION	53	$24,832	$19,234	$28,601	$23,500	-7.8	$2,244	15
$40 TO $49 MILLION	60	$26,198	$18,954	$28,911	$26,400	+3.5	$2,494	25
$50 TO $99 MILLION	253	$27,527	$21,053	$31,913	$27,000	.0	$2,481	76
$100 TO $249 MILLION	288	$28,087	$21,198	$33,498	$27,100	+2.3	$2,410	74
$250 TO $499 MILLION	123	$30,499	$22,361	$35,830	$28,755	+5.5	$2,890	25
$500 TO $999 MILLION	54	$28,983	$22,097	$37,122	$30,000	+9.8	$1,266	6
$1 BILLION AND OVER	65	$28,365	$22,826	$35,797	$27,964	+8.4	$1,662	14
ALL BANKS	998	$27,701	$21,554	$33,857	$27,000	+1.9	$2,416	273
303 SR CONSUMER LOAN OFFICER								
UNDER $20 MILLION	20	$26,319	$24,133	$36,000	$25,000	-7.7	$1,950	12
$20 TO $29 MILLION	36	$26,258	$19,719	$26,702	$27,000 *	+12.5	$2,475	16
$30 TO $39 MILLION	32	$26,651	$20,525	$31,454	$26,572	-.9	$2,611	9
$40 TO $49 MILLION	54	$26,921	$22,388	$31,202	$25,600	-1.6	$2,935	24
$50 TO $99 MILLION	146	$28,961	$21,592	$33,586	$28,240	+1.2	$2,486	55
$100 TO $249 MILLION	189	$31,102	$22,931	$36,227	$30,390	+4.8	$2,494	52
$250 TO $499 MILLION	85	$34,982	$26,179	$40,346	$33,500	+4.7	$3,371	17
$500 TO $999 MILLION	46	$32,504	$25,470	$42,234	$31,000	+1.0	$3,015	9
$1 BILLION AND OVER	46	$33,851	$27,038	$43,618	$31,400	+24.3	$2,995	13
ALL BANKS	654	$30,444	$24,068	$37,762	$29,200	+3.5	$2,641	207
304 CONSUMER LOAN OFFICER								
UNDER $20 MILLION	63	$19,476	$16,340	$22,507	$19,000	+5.0	$1,714	27
$20 TO $29 MILLION	90	$20,393	$18,546	$24,172	$18,600	-2.1	$1,310	29
$30 TO $39 MILLION	83	$19,823	$16,150	$24,436	$18,500	+4.5	$1,896	28
$40 TO $49 MILLION	84	$19,829	$16,982	$22,655	$19,100	-2.1	$2,049	33
$50 TO $99 MILLION	303	$20,723	$16,866	$25,531	$20,150	+3.3	$1,692	95
$100 TO $249 MILLION	288	$21,168	$16,149	$25,533	$20,000	+1.1	$1,749	66
$250 TO $499 MILLION	108	$22,861	$18,706	$28,277	$21,515	+7.5	$1,645	19
$500 TO $999 MILLION	50	$22,063	$17,465	$28,041	$21,500	+3.1	$1,771	6
$1 BILLION AND OVER	57	$23,710	$19,849	$31,043	$22,182	+5.6	$1,387	9
ALL BANKS	1,126	$21,023	$17,331	$26,473	$20,096	+2.8	$1,716	312
305 SR MORTGAGE LOAN OFFICER								
UNDER $20 MILLION	4	INSUFFICIENT DATA						2
$20 TO $29 MILLION	7	$33,500	$29,000	$38,000	$30,000	+30.4		1
$30 TO $39 MILLION	14	$33,949	$22,667	$37,688	$25,992	-5.5	$2,570	8
$40 TO $49 MILLION	18	$28,587	$21,477	$30,107	$28,500	+1.8	$2,500	8
$50 TO $99 MILLION	78	$31,360	$24,931	$35,404	$30,600	+3.7	$2,389	18
$100 TO $249 MILLION	103	$35,303	$27,547	$42,153	$35,000	+3.2	$3,578	35
$250 TO $499 MILLION	54	$36,306	$27,920	$41,875	$33,800	-7.4	$2,320	12
$500 TO $999 MILLION	34	$37,679	$28,543	$47,296	$35,000	+6.9	$2,459	6
$1 BILLION AND OVER	34	$40,710	$31,398	$49,216	$40,000	+31.1	$16,187	7
ALL BANKS	346	$34,763	$27,804	$42,681	$34,152	+8.4	$3,819	97

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MEAN SALARY RANGE MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
306 MORTGAGE LOAN OFFICER								
UNDER $20 MILLION	13	$22,619			$20,340	+13.0	$1,915	6
$20 TO $29 MILLION	12	$22,131 *	$18,487	$21,820	$20,950	+35.2		4
$30 TO $39 MILLION	34	$22,130	$18,549	$29,725	$20,000	+10.5	$2,330	14
$40 TO $49 MILLION	26	$22,876	$18,677	$25,386	$21,624	+1.8	$1,723	8
$50 TO $99 MILLION	129	$22,942	$18,329	$27,473	$22,800	+4.6	$1,631	38
$100 TO $249 MILLION	171	$23,403	$17,842	$27,829	$22,900	+7.4	$2,066	34
$250 TO $499 MILLION	84	$24,300	$19,676	$30,202	$22,000	-2.2	$1,285	9
$500 TO $999 MILLION	44	$24,520	$18,387	$30,849	$23,303	+14.4	$1,309	6
$1 BILLION AND OVER	36	$28,478	$23,011	$35,382	$29,000	+25.8	$4,489	5
ALL BANKS	549	$23,704	$19,052	$29,348	$22,800	+6.9	$1,944	124
307 TRUST ACCOUNT ADMINISTRATOR								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$20 TO $29 MILLION	4	INSUFFICIENT DATA						
$30 TO $39 MILLION	4	INSUFFICIENT DATA						
$40 TO $49 MILLION	5	$14,227	$12,420	$15,120	$12,900			1
$50 TO $99 MILLION	50	$20,622	$14,820	$23,920	$18,000	-12.2	$2,138	15
$100 TO $249 MILLION	127	$26,252	$19,198	$30,433	$25,000	+4.2	$2,164	25
$250 TO $499 MILLION	64	$31,286	$22,580	$35,787	$30,000	-7.0	$2,507	12
$500 TO $999 MILLION	37	$33,760	$25,919	$40,740	$36,500	+26.0		3
$1 BILLION AND OVER	38	$31,620	$25,668	$39,792	$26,900	-12.8	$2,560	7
ALL BANKS	330	$27,550	$21,695	$34,323	$25,800	+3.2	$2,290	69
308 CORPORATE TRUST OFFICER								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$50 TO $99 MILLION	18	$28,442	$20,177	$29,805	$26,000	-13.3		4
$100 TO $249 MILLION	60	$31,975	$23,786	$36,824	$30,300	+8.2	$3,331	13
$250 TO $499 MILLION	50	$33,847	$24,939	$38,828	$31,500	+18.8	$3,013	12
$500 TO $999 MILLION	38	$32,889	$25,982	$41,579	$31,100	+1.0	$1,925	6
$1 BILLION AND OVER	40	$33,871	$27,266	$42,869	$31,000	+5.1	$3,577	9
ALL BANKS	207	$32,660	$25,298	$39,606	$31,000	+9.6	$3,043	44
309 PERSONAL TRUST OFFICER								
UNDER $20 MILLION	2	INSUFFICIENT DATA						
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	3	INSUFFICIENT DATA						
$50 TO $99 MILLION	37	$22,243	$16,937	$24,902	$18,750	-3.8	$1,894	10
$100 TO $249 MILLION	113	$24,764	$18,531	$28,805	$24,000	+4.3	$2,209	20
$250 TO $499 MILLION	69	$27,116	$20,905	$32,899	$26,070	+3.5	$1,785	15
$500 TO $999 MILLION	41	$27,725	$21,820	$35,632	$27,200	-6.2	$1,656	5
$1 BILLION AND OVER	48	$32,413	$25,947	$41,713	$30,117	+.7	$3,423	7
ALL BANKS	314	$26,463	$21,228	$33,585	$25,283	+1.3	$2,101	59

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
310 STAFF ATTORNEY								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	2	INSUFFICIENT DATA						
$40 TO $49 MILLION	1	INSUFFICIENT DATA						
$50 TO $99 MILLION	9	$26,223			$24,000	-20.0		1
$100 TO $249 MILLION	20	$36,591	$30,893	$48,107	$36,000	-1.4	$2,554	7
$250 TO $499 MILLION	21	$43,291	$36,096	$55,690	$40,000	+9.6		3
$500 TO $999 MILLION	15	$33,802	$26,237	$42,952	$32,942	-13.3		2
$1 BILLION AND OVER	43	$39,896	$32,127	$51,315	$38,000	+7.5	$4,809	7
ALL BANKS	112	$37,424	$31,660	$49,825	$37,000	+9.1	$3,897	23
311 INTERNAL AUDITOR								
UNDER $20 MILLION	9	$17,416			$17,098	+33.4		3
$20 TO $29 MILLION	20	$15,441	$13,000	$16,000	$13,104	-16.0	$1,143	6
$30 TO $39 MILLION	31	$15,724	$14,479	$20,355	$15,000	-1.7	$1,122	12
$40 TO $49 MILLION	40	$17,623	$14,882	$21,040	$15,600	+8.3	$1,265	15
$50 TO $99 MILLION	214	$20,056	$16,641	$25,202	$19,000	+11.8	$1,593	60
$100 TO $249 MILLION	242	$21,856	$17,219	$26,440	$21,000	.0	$1,807	65
$250 TO $499 MILLION	93	$23,729	$18,947	$29,573	$21,700	+5.6	$1,458	17
$500 TO $999 MILLION	48	$23,884	$19,371	$29,970	$22,420	+12.2	$2,520	8
$1 BILLION AND OVER	55	$25,351	$21,066	$32,773	$23,700	-1.3	$4,086	5
ALL BANKS	752	$21,259	$18,066	$27,743	$20,000	+7.5	$1,740	191
312 LOAN REVIEW OFFICER								
UNDER $20 MILLION	6	$15,632			$12,000			3
$20 TO $29 MILLION	12	$20,247 *	$20,475	$36,488	$20,100 *	+21.8	$1,500	5
$30 TO $39 MILLION	10	$18,739 *	$13,073	$16,283	$17,000 *	+6.9		4
$40 TO $49 MILLION	15	$21,147 *	$11,172	$16,524	$18,500 *	+19.7	$2,856	5
$50 TO $99 MILLION	84	$20,468	$18,238	$27,024	$19,200	+6.7	$1,471	23
$100 TO $249 MILLION	121	$25,816	$20,335	$30,526	$23,160	+2.0	$1,577	29
$250 TO $499 MILLION	63	$28,683	$21,879	$33,408	$26,680	+.7	$2,389	12
$500 TO $999 MILLION	49	$29,596	$22,802	$37,528	$27,415	+3.5	$3,564	8
$1 BILLION AND OVER	58	$32,702	$25,717	$40,312	$30,077	+6.7	$4,608	9
ALL BANKS	418	$25,929	$21,695	$33,354	$24,080	+7.5	$2,119	98
313 BUSINESS DEVELOPMENT OFFICER								
UNDER $20 MILLION	4	INSUFFICIENT DATA						1
$20 TO $29 MILLION	12	$23,088	$17,300	$50,000	$22,500	+25.0		2
$30 TO $39 MILLION	11	$23,027 *	$13,600	$21,150	$21,600 *			1
$40 TO $49 MILLION	10	$21,688			$19,500	-2.3		3
$50 TO $99 MILLION	44	$22,223	$18,800	$28,806	$22,000	+4.8	$1,362	18
$100 TO $249 MILLION	108	$26,236	$19,574	$31,870	$25,500	+4.8	$1,965	29
$250 TO $499 MILLION	75	$30,080	$22,173	$33,204	$28,350	+3.8	$2,447	12
$500 TO $999 MILLION	34	$28,338	$21,727	$33,719	$27,000	+3.8	$1,521	7
$1 BILLION AND OVER	30	$31,984	$25,833	$41,327	$29,000	-11.2		3
ALL BANKS	328	$26,685	$21,406	$33,677	$25,500	+2.0	$2,026	76

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
314 SYSTEMS ANALYST								
$20 TO $29 MILLION	2	INSUFFICIENT DATA						
$40 TO $49 MILLION	2	INSUFFICIENT DATA						
$50 TO $99 MILLION	4	INSUFFICIENT DATA						2
$100 TO $249 MILLION	40	$24,808	$17,083	$27,033	$22,672	-6.7	$1,560	9
$250 TO $499 MILLION	40	$27,601	$21,262	$32,408	$27,040	-5.1	$1,896	6
$500 TO $999 MILLION	24	$27,352	$21,295	$33,584	$27,457	+16.7	$2,581	5
$1 BILLION AND OVER	45	$29,131	$23,580	$36,620	$29,224	+12.3		4
ALL BANKS	157	$26,664	$20,903	$32,750	$27,300	+10.3	$1,909	26
315 SR COMPUTER PROGRAMMER								
UNDER $20 MILLION	3	INSUFFICIENT DATA						
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	2	INSUFFICIENT DATA						
$40 TO $49 MILLION	1	INSUFFICIENT DATA						
$50 TO $99 MILLION	7	$20,857	$17,623	$32,900	$20,700	-5.9		2
$100 TO $249 MILLION	45	$23,009	$17,853	$27,035	$22,360	+2.8	$1,309	14
$250 TO $499 MILLION	38	$28,286	$19,943	$32,646	$28,000	+11.9	$1,711	6
$500 TO $999 MILLION	29	$26,755	$21,390	$33,870	$26,784	+11.7	$1,849	5
$1 BILLION AND OVER	48	$26,540	$21,704	$33,854	$26,160	+1.2	$2,010	5
ALL BANKS	174	$25,341	$20,220	$31,834	$25,480	+8.2	$1,600	35
316 COMPUTER PROGRAMMER								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$20 TO $29 MILLION	5	$13,815 *	$10,500	$12,500	$13,200 *			2
$30 TO $39 MILLION	3	INSUFFICIENT DATA						
$40 TO $49 MILLION	5	$14,966 *	$9,745	$13,966	$12,000			1
$50 TO $99 MILLION	27	$15,695	$12,521	$20,503	$15,704	-5.0	$1,240	7
$100 TO $249 MILLION	83	$17,188	$13,245	$20,523	$16,600	+3.8	$1,028	21
$250 TO $499 MILLION	49	$19,367	$15,059	$23,426	$19,350	+2.6	$1,186	11
$500 TO $999 MILLION	31	$21,368	$17,252	$27,135	$20,310	-.1	$1,408	5
$1 BILLION AND OVER	51	$20,934	$17,843	$27,536	$21,224	+4.5	$1,600	5
ALL BANKS	255	$18,533	$15,388	$24,004	$18,500	+5.6	$1,270	55
317 SR COMPUTER OPERATOR								
UNDER $20 MILLION	8	$14,466 *	$11,880	$12,060	$14,040 *	+24.2		3
$20 TO $29 MILLION	11	$13,199	$11,784	$15,176	$11,648 *	-10.4	$972	7
$30 TO $39 MILLION	11	$13,453	$11,250	$15,667	$12,864		$1,603	5
$40 TO $49 MILLION	5	$13,849 *	$14,420	$15,380	$12,584 *	-.1		2
$50 TO $99 MILLION	50	$14,288	$11,618	$16,805	$13,686	+.8	$928	20
$100 TO $249 MILLION	99	$14,893	$11,596	$17,645	$14,600	+3.7	$874	25
$250 TO $499 MILLION	50	$16,624	$12,150	$18,766	$15,800	+2.6	$829	10
$500 TO $999 MILLION	34	$17,029	$14,607	$21,982	$16,250	+1.6	$1,761	6
$1 BILLION AND OVER	49	$18,213	$15,152	$23,112	$17,700	+5.7		3
ALL BANKS	317	$15,677	$12,938	$19,583	$15,400	+2.7	$1,058	81

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MEAN SALARY RANGE MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	# BANKS REPORTING INCENTIVE AWARDS
318 COMPUTER OPERATOR								
UNDER $20 MILLION	20	$11,196	$10,368	$20,736	$10,660	-.3	$803	12
$20 TO $29 MILLION	33	$11,053	$10,096	$12,301	$10,629	+2.2	$652	14
$30 TO $39 MILLION	21	$11,775 *	$9,300	$11,505	$11,670 *	+13.3	$779	10
$40 TO $49 MILLION	21	$11,850	$10,804	$13,912	$11,400	+14.0		2
$50 TO $99 MILLION	125	$11,397	$9,727	$13,603	$10,920	+2.4	$599	28
$100 TO $249 MILLION	181	$11,799	$10,038	$14,968	$11,827	+4.5	$733	41
$250 TO $499 MILLION	72	$13,264	$10,628	$15,995	$12,720	+2.7	$696	12
$500 TO $999 MILLION	39	$13,710	$11,932	$17,689	$13,468	+4.0	$964	6
$1 BILLION AND OVER	55	$14,581	$12,423	$18,754	$14,228	+2.9		3
ALL BANKS	567	$12,234	$10,625	$15,629	$12,000	+5.1	$727	128
319 STAFF APPRAISER								
$20 TO $29 MILLION	3	INSUFFICIENT DATA						
$50 TO $99 MILLION	2	INSUFFICIENT DATA						
$100 TO $249 MILLION	14	$22,512	$18,142	$27,255	$21,000	+5.0		4
$250 TO $499 MILLION	14	$23,635	$18,394	$32,268	$21,300	+1.3		3
$500 TO $999 MILLION	13	$22,924	$16,682	$27,851	$24,544	-.2		
$1 BILLION AND OVER	20	$28,049	$20,444	$31,483	$25,900	+10.7		2
ALL BANKS	66	$23,772	$18,791	$29,867	$22,000	+4.6	$926	10
320 CONSUMER LOAN COLLECTOR								
UNDER $20 MILLION	13	$14,715	$13,367	$21,780	$14,100	+22.0		3
$20 TO $29 MILLION	17	$13,699	$11,569	$14,532	$12,060	+5.9	$1,068	6
$30 TO $39 MILLION	17	$12,827	$11,459	$14,155	$12,896	+7.5	$1,111	6
$40 TO $49 MILLION	23	$14,095	$11,936	$16,815	$13,992	+6.0	$805	9
$50 TO $99 MILLION	167	$14,686	$11,580	$16,915	$14,500	+8.4	$757	49
$100 TO $249 MILLION	229	$14,540	$11,581	$17,396	$13,735	+6.5	$1,033	45
$250 TO $499 MILLION	111	$14,946	$12,040	$17,967	$14,196	-.4	$854	14
$500 TO $999 MILLION	54	$14,215	$11,848	$18,500	$13,500	+.1	$810	5
$1 BILLION AND OVER	56	$15,572	$13,366	$20,318	$14,774	+1.1	$1,217	5
ALL BANKS	687	$14,625	$11,936	$17,872	$14,010	+4.7	$894	142
321 PERSONNEL ASSISTANT								
UNDER $20 MILLION	3	INSUFFICIENT DATA						
$20 TO $29 MILLION	10	$14,140 *	$10,200	$13,843	$14,500 *	+.7		3
$30 TO $39 MILLION	6	$13,873 *	$9,632	$13,632	$12,360	-14.2		2
$40 TO $49 MILLION	10	$14,251	$11,338	$15,923	$12,360	-20.3		3
$50 TO $99 MILLION	73	$14,466	$11,744	$17,532	$14,250	+4.3	$592	20
$100 TO $249 MILLION	170	$14,849	$11,926	$17,921	$14,400	+2.9	$1,011	30
$250 TO $499 MILLION	86	$16,001	$13,322	$19,748	$15,090	-5.1	$1,058	10
$500 TO $999 MILLION	42	$16,584	$13,585	$21,153	$16,000	+14.3	$1,339	7
$1 BILLION AND OVER	28	$18,021	$14,956	$22,486	$18,400	+20.0		2
ALL BANKS	428	$15,345	$12,572	$18,863	$15,000	+5.2	$979	77

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
322 EMPLOYMENT INTERVIEWER								
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$40 TO $49 MILLION	1	INSUFFICIENT DATA						
$50 TO $99 MILLION	4	INSUFFICIENT DATA						
$100 TO $249 MILLION	14	$19,213	$13,439	$19,854	$14,820	-13.9		2
$250 TO $499 MILLION	23	$15,544	$12,987	$19,293	$14,404	-9.4		2
$500 TO $999 MILLION	27	$17,393	$14,941	$24,045	$17,160	-7.7		4
$1 BILLION AND OVER	54	$19,609	$16,593	$25,487	$19,300	+9.7	$1,559	6
ALL BANKS	124	$18,198	$15,344	$23,638	$17,902	+1.7	$1,585	15
323 ASST BRANCH MANAGER (LARGE +31)								
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	1	INSUFFICIENT DATA						
$40 TO $49 MILLION	3	INSUFFICIENT DATA						
$50 TO $99 MILLION	12	$19,604	$18,391	$28,399	$19,800	-21.8	$1,792	6
$100 TO $249 MILLION	13	$21,524	$16,133	$25,433	$19,016	-26.4		2
$250 TO $499 MILLION	15	$22,539	$17,670	$26,737	$20,600	+4.2	$1,126	5
$500 TO $999 MILLION	18	$23,744	$19,017	$30,416	$21,000	-5.0		1
$1 BILLION AND OVER	27	$26,480	$21,509	$33,921	$25,924	+9.5	$2,150	6
ALL BANKS	90	$22,996	$19,113	$30,187	$21,420	-9.6	$1,668	22
324 ASST BRANCH MGR (MEDIUM 10-30)								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	4	INSUFFICIENT DATA						
$40 TO $49 MILLION	6	$18,410	$16,333	$23,583	$19,000	+8.6		2
$50 TO $99 MILLION	41	$16,637	$14,681	$22,418	$15,436	-.4	$1,266	9
$100 TO $249 MILLION	92	$17,826	$14,107	$21,909	$17,000	+3.0	$1,519	27
$250 TO $499 MILLION	61	$19,558	$16,104	$24,626	$19,000	+1.5	$1,309	13
$500 TO $999 MILLION	51	$20,053	$16,834	$27,112	$18,500	+5.8	$1,178	5
$1 BILLION AND OVER	43	$21,286	$18,009	$27,936	$21,432	+11.8	$1,932	6
ALL BANKS	300	$18,873	$15,982	$24,825	$18,176	+5.1	$1,443	64
325 ASST BRANCH MANAGER (SMALL -10)								
UNDER $20 MILLION	8	$14,306	$13,228	$20,703	$13,498	+10.2		3
$20 TO $29 MILLION	14	$13,414	$11,200	$18,025	$12,490	-3.9		3
$30 TO $39 MILLION	18	$15,554 *	$9,570	$12,350	$13,000 *	-1.9	$440	6
$40 TO $49 MILLION	22	$14,164 *	$10,049	$14,115	$14,000	+3.7	$828	10
$50 TO $99 MILLION	116	$15,002	$12,934	$19,042	$14,000	+3.6	$837	37
$100 TO $249 MILLION	142	$15,473	$12,730	$19,917	$14,920	+1.0	$1,238	30
$250 TO $499 MILLION	57	$17,140	$14,486	$21,469	$16,200	-7.4	$952	11
$500 TO $999 MILLION	40	$18,515	$15,496	$24,008	$17,150	+2.1		3
$1 BILLION AND OVER	34	$18,817	$15,358	$23,828	$18,642	+2.8	$1,484	5
ALL BANKS	451	$15,939	$13,653	$20,802	$15,317	+3.8	$1,006	108

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
326 ACCOUNTANT								
UNDER $20 MILLION	7	$17,795			$17,700	+47.5		3
$20 TO $29 MILLION	6	$22,843	$18,000	$30,000	$19,000	+18.8		1
$30 TO $39 MILLION	7	$19,790	$15,424	$19,969	$18,480			1
$40 TO $49 MILLION	4	INSUFFICIENT DATA						
$50 TO $99 MILLION	38	$17,668	$12,732	$18,323	$16,500	-6.3	$749	7
$100 TO $249 MILLION	89	$18,706	$15,173	$22,509	$18,000	+2.6	$1,749	13
$250 TO $499 MILLION	66	$20,727	$16,821	$26,307	$20,000	+8.1	$1,755	7
$500 TO $999 MILLION	44	$22,512	$18,136	$28,144	$19,903	+16.1		4
$1 BILLION AND OVER	50	$22,303	$18,725	$28,899	$21,028	+8.2	$1,450	6
ALL BANKS	311	$20,167	$16,741	$25,653	$19,100	+7.3	$1,550	42
327 OFFICER TRAINEE (B.A.)								
UNDER $20 MILLION	15	$12,982	$11,500	$13,000	$12,600	-8.7	$521	5
$20 TO $29 MILLION	17	$13,603	$13,310	$19,000	$14,400	+2.9		4
$30 TO $39 MILLION	12	$14,887	$13,181	$17,811	$13,200	-5.7		4
$40 TO $49 MILLION	16	$14,640	$14,635	$18,115	$14,000 *	+13.1		2
$50 TO $99 MILLION	61	$14,815	$12,923	$18,445	$14,400	+2.9	$770	7
$100 TO $249 MILLION	76	$14,356	$12,199	$18,102	$14,000	+10.2	$1,061	15
$250 TO $499 MILLION	59	$15,464	$13,284	$19,560	$15,000	+3.3	$679	5
$500 TO $999 MILLION	36	$15,377	$13,843	$20,609	$15,000	+2.5		3
$1 BILLION AND OVER	42	$17,154	$14,612	$22,328	$16,000	+8.4	$1,144	5
ALL BANKS	334	$15,030	$13,314	$19,576	$14,688	+4.9	$855	50
328 OFFICER TRAINEE (M.A.)								
$20 TO $29 MILLION	2	INSUFFICIENT DATA						
$40 TO $49 MILLION	1	INSUFFICIENT DATA						
$50 TO $99 MILLION	2	INSUFFICIENT DATA						
$100 TO $249 MILLION	10	$15,824	$12,771	$20,020	$15,000	-9.1		
$250 TO $499 MILLION	12	$17,058	$16,224	$21,837	$15,450 *	+1.6		2
$500 TO $999 MILLION	9	$21,181	$15,763	$21,794	$18,512			1
$1 BILLION AND OVER	15	$23,753	$18,975	$30,531	$22,500	-3.7		1
ALL BANKS	51	$19,568	$16,696	$24,814	$18,300	+8.9	$820	5
329 ADVERTISING OFFICER								
UNDER $20 MILLION	4	INSUFFICIENT DATA						
$20 TO $29 MILLION	2	INSUFFICIENT DATA						
$30 TO $39 MILLION	6	$15,952 *	$9,017	$13,541	$11,336	-41.2		3
$40 TO $49 MILLION	6	$14,375	$13,600	$20,400	$14,500	-11.6		1
$50 TO $99 MILLION	31	$19,716	$14,749	$22,298	$17,600	+13.2	$1,568	14
$100 TO $249 MILLION	53	$20,248	$16,390	$25,441	$17,500	-7.9	$1,157	9
$250 TO $499 MILLION	30	$23,883	$18,941	$28,807	$21,500	+7.5	$1,133	6
$500 TO $999 MILLION	29	$24,880	$19,553	$30,381	$22,500	-.6		3
$1 BILLION AND OVER	39	$30,887	$25,078	$39,219	$30,000	+3.4		4
ALL BANKS	200	$23,109	$19,704	$30,447	$21,100	+6.3	$1,815	43

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MEAN SALARY RANGE MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
330 NEW ACCOUNTS OFFICER								
UNDER $20 MILLION	19	$14,184	$10,892	$14,790	$14,110	-2.0	$1,301	5
$20 TO $29 MILLION	33	$16,328	$14,734	$19,860	$15,500	+7.6	$1,393	10
$30 TO $39 MILLION	25	$17,034	$15,863	$24,333	$16,800	+16.7	$2,094	11
$40 TO $49 MILLION	36	$17,831 *	$12,276	$17,237	$17,134	+5.8	$1,305	18
$50 TO $99 MILLION	151	$17,112	$13,851	$20,635	$16,800	+4.0	$1,321	45
$100 TO $249 MILLION	157	$19,213	$15,078	$23,236	$18,250	+1.4	$1,579	39
$250 TO $499 MILLION	59	$20,183	$16,724	$24,749	$20,000	+11.4	$1,415	10
$500 TO $999 MILLION	22	$18,477	$15,965	$25,427	$17,598	+2.9		4
$1 BILLION AND OVER	15	$22,481	$18,191	$28,507	$20,750	-3.9		2
ALL BANKS	517	$18,203	$15,192	$22,925	$17,300	+3.6	$1,513	144
401 CHIEF EXECUTIVE OFFICER								
UNDER $20 MILLION	219	$42,718	$41,583	$52,054	$40,500 *	-.7	$5,700	111
$20 TO $29 MILLION	176	$50,536	$43,392	$60,632	$48,400	+.8	$8,750	85
$30 TO $39 MILLION	140	$55,937	$44,199	$63,819	$54,775	+8.7	$8,801	73
$40 TO $49 MILLION	141	$57,983	$45,008	$66,309	$54,100	-1.6	$9,949	73
$50 TO $99 MILLION	413	$65,733	$52,985	$83,577	$63,974	+1.5	$12,510	189
$100 TO $249 MILLION	361	$85,568	$61,747	$98,524	$82,500	+4.4	$16,096	153
$250 TO $499 MILLION	137	$115,948	$82,801	$127,333	$111,000	+.9	$24,406	52
$500 TO $999 MILLION	65	$128,571	$96,395	$157,470	$125,000	+3.3	$25,595	24
$1 BILLION AND OVER	69	$213,784	$171,494	$285,814	$200,018	.0	$63,996	39
ALL BANKS	1,721	$76,285	$70,325	$110,049	$65,000 *	+7.5	$14,958	799
402 CHIEF ADMINISTRATIVE OFFICER								
UNDER $20 MILLION	72	$31,131	$27,185	$33,604	$30,000	.0	$3,371	39
$20 TO $29 MILLION	62	$36,027	$28,613	$36,106	$33,957	-5.7	$4,702	31
$30 TO $39 MILLION	73	$39,728	$33,574	$43,133	$40,000	+5.3	$5,263	37
$40 TO $49 MILLION	65	$44,139	$30,731	$44,818	$40,000	+2.6	$5,982	37
$50 TO $99 MILLION	229	$47,552	$36,652	$58,131	$45,000	+3.2	$7,182	102
$100 TO $249 MILLION	234	$60,513	$45,068	$71,405	$58,000	+.9	$9,344	96
$250 TO $499 MILLION	107	$80,343	$57,291	$85,254	$75,705	+1.9	$13,898	33
$500 TO $999 MILLION	52	$88,254	$65,684	$113,110	$82,500	-1.3	$20,760	19
$1 BILLION AND OVER	56	$145,678	$108,871	$179,909	$137,000	+3.8	$37,024	35
ALL BANKS	950	$59,618	$51,538	$82,132	$51,000 *	+8.5	$10,424	429
403 CHIEF FINANCIAL OFFICER								
UNDER $20 MILLION	24	$32,850	$32,363	$41,787	$34,500	+2.7	$3,548	8
$20 TO $29 MILLION	37	$32,755	$29,756	$43,788	$32,064	+11.3	$2,917	11
$30 TO $39 MILLION	29	$35,674	$27,369	$37,902	$35,000	+20.7	$3,568	14
$40 TO $49 MILLION	38	$34,583	$30,219	$46,180	$32,400	+4.5	$4,767	17
$50 TO $99 MILLION	111	$38,219	$33,029	$50,246	$37,200	+4.8	$4,453	53
$100 TO $249 MILLION	188	$44,788	$33,564	$52,620	$42,500	+.7	$6,896	79
$250 TO $499 MILLION	80	$55,728	$43,584	$65,692	$50,500	+3.1	$7,383	30
$500 TO $999 MILLION	50	$58,969	$45,542	$74,978	$55,500	-1.1	$9,135	17
$1 BILLION AND OVER	57	$91,757	$69,371	$109,529	$90,000	+28.6	$22,532	34
ALL BANKS	614	$48,287	$42,099	$65,012	$42,510	+3.7	$8,042	263

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
404 SR OPERATIONS OFFICER								
UNDER $20 MILLION	93	$25,209	$22,504	$28,563	$25,000	+6.4	$2,190	40
$20 TO $29 MILLION	94	$27,713	$23,379	$31,253	$27,000	+2.0	$3,002	37
$30 TO $39 MILLION	69	$28,637	$24,336	$37,217	$29,000	+5.5	$3,211	24
$40 TO $49 MILLION	69	$29,378	$23,332	$34,662	$28,848	-2.2	$4,378	28
$50 TO $99 MILLION	243	$32,896	$26,785	$42,047	$32,500	+1.6	$3,689	101
$100 TO $249 MILLION	263	$40,066	$31,011	$49,621	$39,300	+4.8	$5,098	101
$250 TO $499 MILLION	110	$46,924	$36,750	$57,817	$45,000	-4.3	$5,793	37
$500 TO $999 MILLION	61	$49,152	$37,507	$61,893	$47,358	+3.8	$13,123	18
$1 BILLION AND OVER	54	$67,348	$51,935	$85,656	$64,500	+13.2	$14,951	23
ALL BANKS	1,056	$37,197	$32,889	$52,006	$34,992	+7.7	$5,086	409
405 OPERATIONS OFFICER								
UNDER $20 MILLION	100	$18,032	$16,150	$22,246	$16,945	-3.8	$1,340	39
$20 TO $29 MILLION	105	$19,859	$16,895	$22,033	$18,600	+8.1	$1,568	40
$30 TO $39 MILLION	95	$20,280	$18,906	$27,552	$19,000	+9.2	$1,390	33
$40 TO $49 MILLION	86	$21,224	$17,714	$24,732	$19,800	+1.5	$2,133	31
$50 TO $99 MILLION	275	$21,519	$17,426	$26,128	$20,500	+3.5	$1,669	87
$100 TO $249 MILLION	284	$24,290	$19,291	$31,308	$22,240	+1.1	$2,075	78
$250 TO $499 MILLION	107	$29,020	$22,829	$36,744	$27,100	+12.4	$2,301	23
$500 TO $999 MILLION	49	$32,108	$25,429	$41,024	$30,264	+1.0	$4,901	11
$1 BILLION AND OVER	51	$41,048	$32,621	$52,368	$40,000	+9.0	$6,644	13
ALL BANKS	1,152	$23,635	$20,864	$32,730	$21,533	+5.0	$2,049	355
406 PERSONNEL OFFICER/DIRECTOR								
UNDER $20 MILLION	12	$18,183	$17,640	$26,700	$15,650 *	-31.4	$2,088	8
$20 TO $29 MILLION	12	$25,185	$22,296	$33,260	$25,300	+40.6		2
$30 TO $39 MILLION	20	$23,712	$21,350	$25,926	$21,500	+4.6	$2,713	8
$40 TO $49 MILLION	30	$21,316	$17,386	$24,444	$18,500	.0	$1,724	10
$50 TO $99 MILLION	206	$22,470	$16,980	$28,756	$21,000	+1.9	$1,713	61
$100 TO $249 MILLION	295	$25,962	$21,393	$33,980	$25,200	+5.9	$2,429	83
$250 TO $499 MILLION	133	$31,726	$26,781	$41,905	$31,268	-.5	$2,921	36
$500 TO $999 MILLION	66	$42,436	$34,626	$55,728	$40,612	+5.9	$9,406	16
$1 BILLION AND OVER	67	$62,856	$50,715	$82,139	$58,300	+.5	$11,628	34
ALL BANKS	841	$29,909	$27,485	$43,293	$26,300 *	+9.6	$3,948	258
407 MARKETING OFFICER								
UNDER $20 MILLION	9	$22,008	$18,300	$27,300	$22,800	+21.8		1
$20 TO $29 MILLION	16	$21,055	$15,028	$23,400	$20,000	+11.1	$1,835	6
$30 TO $39 MILLION	23	$21,794	$19,633	$25,343	$20,750	+7.7	$1,427	9
$40 TO $49 MILLION	27	$21,405	$14,672	$21,781	$20,500	+3.5	$2,207	14
$50 TO $99 MILLION	156	$24,840	$20,635	$30,847	$24,000	+14.3	$2,421	52
$100 TO $249 MILLION	221	$28,089	$21,431	$33,872	$27,500	-3.5	$2,628	56
$250 TO $499 MILLION	114	$34,439	$27,516	$42,627	$33,708	-3.7	$3,490	25
$500 TO $999 MILLION	57	$42,855	$32,415	$53,512	$40,125	+4.0	$6,427	15
$1 BILLION AND OVER	53	$54,850	$42,298	$68,443	$52,000	+15.6	$7,894	22
ALL BANKS	676	$31,025	$26,196	$41,261	$28,500	+5.6	$3,431	200

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
408 CONTROLLER								
UNDER $20 MILLION	12	$22,362	$19,633	$28,343	$20,000	-17.4	$1,933	6
$20 TO $29 MILLION	23	$28,536	$22,042	$32,102	$26,750	+11.5	$1,824	10
$30 TO $39 MILLION	19	$25,833	$25,327	$40,837	$26,000	-8.1		4
$40 TO $49 MILLION	38	$29,773	$26,979	$37,609	$30,600	+32.5	$3,221	12
$50 TO $99 MILLION	132	$28,140	$22,621	$34,615	$26,900	-.4	$2,978	46
$100 TO $249 MILLION	192	$32,698	$24,739	$39,183	$31,800	+10.0	$2,703	63
$250 TO $499 MILLION	100	$37,825	$29,455	$45,731	$36,000	+2.9	$4,989	27
$500 TO $999 MILLION	52	$41,272	$23,582	$53,562	$39,858	+7.1	$11,604	12
$1 BILLION AND OVER	60	$57,476	$45,950	$76,017	$53,000	+1.0	$9,990	26
ALL BANKS	628	$34,899	$29,846	$47,283	$32,500	+8.3	$4,441	206
409 GENERAL ACCOUNTING MANAGER								
UNDER $20 MILLION	28	$17,324	$14,207	$19,585	$16,200	-3.6	$1,214	13
$20 TO $29 MILLION	20	$15,975	$14,254	$19,400	$15,750	-5.6	$1,277	7
$30 TO $39 MILLION	22	$15,305	$11,925	$15,638	$16,000 *	-.5	$825	8
$40 TO $49 MILLION	23	$15,678	$12,273	$16,549	$14,200	-24.9	$1,538	10
$50 TO $99 MILLION	102	$18,066	$14,752	$22,233	$17,600	+3.5	$1,481	31
$100 TO $249 MILLION	120	$21,209	$16,552	$25,767	$20,000	+3.1	$1,991	25
$250 TO $499 MILLION	70	$24,215	$18,991	$29,178	$24,284	+9.4	$1,464	15
$500 TO $999 MILLION	41	$28,429	$22,216	$35,291	$28,080	+12.8	$3,469	8
$1 BILLION AND OVER	59	$35,932	$28,615	$45,347	$33,052	+.8	$4,609	11
ALL BANKS	485	$22,413	$19,669	$30,531	$20,100	+5.8	$1,897	128
410 BRANCH ADMINISTRATION OFFICER								
UNDER $20 MILLION	2	INSUFFICIENT DATA						
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	2	INSUFFICIENT DATA						
$40 TO $49 MILLION	1	INSUFFICIENT DATA						
$50 TO $99 MILLION	44	$27,170	$24,129	$36,816	$26,600	-10.1	$3,091	18
$100 TO $249 MILLION	113	$34,612	$28,305	$45,341	$33,000	+3.8	$2,959	34
$250 TO $499 MILLION	69	$39,328	$29,876	$47,450	$40,000	+2.6	$4,956	23
$500 TO $999 MILLION	45	$47,373	$37,706	$59,999	$45,050	-3.3	$5,300	14
$1 BILLION AND OVER	48	$54,736	$42,596	$69,188	$52,800	+12.1	$7,336	21
ALL BANKS	325	$39,343	$32,874	$52,278	$37,300	+6.6	$4,486	114
411 BRANCH MANAGER (LARGE +31)								
$40 TO $49 MILLION	2	INSUFFICIENT DATA						
$50 TO $99 MILLION	15	$33,920	$28,240	$44,840	$32,500	+3.2	$5,497	9
$100 TO $249 MILLION	23	$34,370	$24,847	$39,399	$36,250	+8.6	$3,309	8
$250 TO $499 MILLION	21	$36,560	$27,219	$42,267	$36,900	+11.8	$2,632	9
$500 TO $999 MILLION	29	$36,336	$29,075	$45,147	$33,482	+10.5	$3,398	5
$1 BILLION AND OVER	35	$38,088	$30,183	$48,240	$37,376	+12.2	$3,978	12
ALL BANKS	125	$36,092	$28,385	$44,724	$34,800	+5.3	$3,743	45

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
412 BRANCH MANAGER (MEDIUM 10-30)								
UNDER $20 MILLION	6	$23,048			$23,000			3
$20 TO $29 MILLION	9	$25,368 *	$17,810	$18,200	$23,400 *	+1.7		4
$30 TO $39 MILLION	8	$28,168 *	$19,750	$25,000	$26,400 *	+33.6		2
$40 TO $49 MILLION	11	$25,857	$21,348	$30,404	$26,385	+9.9		4
$50 TO $99 MILLION	79	$26,121	$21,882	$33,193	$24,804	+8.6	$2,471	22
$100 TO $249 MILLION	148	$26,057	$19,970	$31,059	$25,000	+5.0	$2,472	47
$250 TO $499 MILLION	81	$28,275	$21,476	$34,355	$26,500	.0	$2,296	22
$500 TO $999 MILLION	56	$29,059	$23,311	$39,302	$26,560	+8.1	$4,199	10
$1 BILLION AND OVER	56	$30,371	$24,876	$39,438	$28,524	+6.4	$3,194	11
ALL BANKS	454	$27,345	$21,952	$34,643	$26,282	+6.8	$2,576	125
413 BRANCH MANAGER (SMALL -10)								
UNDER $20 MILLION	17	$20,874	$19,403	$28,909	$21,000	+13.5	$952	5
$20 TO $29 MILLION	39	$19,087	$12,897	$21,150	$17,385	-.7	$1,813	16
$30 TO $39 MILLION	51	$20,459	$15,110	$20,485	$18,680	+8.8	$1,890	17
$40 TO $49 MILLION	59	$19,730	$14,458	$20,352	$19,800	+24.5	$1,708	27
$50 TO $99 MILLION	232	$20,324	$16,456	$24,593	$18,815	+7.5	$1,619	68
$100 TO $249 MILLION	238	$21,321	$17,127	$26,799	$20,724	+5.2	$1,764	64
$250 TO $499 MILLION	82	$22,220	$17,646	$29,042	$21,385	+1.2	$1,696	19
$500 TO $999 MILLION	56	$24,747	$19,877	$32,649	$22,349	+8.1	$2,798	10
$1 BILLION AND OVER	49	$25,102	$20,727	$32,708	$23,724	+8.8	$2,285	10
ALL BANKS	823	$21,305	$17,524	$27,388	$20,500	+6.3	$1,772	236
414 DATA PROCESSING DIRECTOR								
UNDER $20 MILLION	8	$20,090 *	$10,998	$16,230	$15,360			4
$20 TO $29 MILLION	9	$15,939			$15,000			2
$30 TO $39 MILLION	8	$17,981	$17,880	$20,640	$15,000 *	-8.1		3
$40 TO $49 MILLION	8	$21,266 *	$13,250	$19,750	$19,000			4
$50 TO $99 MILLION	55	$25,391	$19,577	$29,473	$26,000	-3.0	$2,587	17
$100 TO $249 MILLION	114	$33,055	$24,731	$38,398	$32,750	-5.1	$2,750	35
$250 TO $499 MILLION	73	$40,492	$30,231	$46,328	$41,000	+5.6	$4,129	23
$500 TO $999 MILLION	32	$47,504	$37,234	$61,188	$46,320	+10.0	$5,447	12
$1 BILLION AND OVER	48	$66,279	$52,557	$85,693	$62,000	+9.9	$13,594	22
ALL BANKS	355	$37,860	$32,344	$50,855	$36,000	+1.7	$5,130	122
415 COMPUTER CENTER MANAGER								
UNDER $20 MILLION	5	$13,413	$8,500	$14,000	$12,000			1
$20 TO $29 MILLION	3	INSUFFICIENT DATA						
$30 TO $39 MILLION	5	$15,056 *	$20,000	$23,500	$13,300 *	-4.0	$1,296	5
$40 TO $49 MILLION	8	$23,306	$18,050	$28,900	$20,000			3
$50 TO $99 MILLION	21	$22,447	$19,144	$26,624	$21,492	+25.2	$1,683	5
$100 TO $249 MILLION	46	$24,651	$18,134	$30,461	$24,100	+.4	$1,578	5
$250 TO $499 MILLION	28	$31,632	$23,261	$35,502	$29,000	+7.2	$2,311	6
$500 TO $999 MILLION	23	$36,513	$28,379	$45,165	$35,000	+9.4	$6,183	5
$1 BILLION AND OVER	49	$49,228	$39,856	$64,448	$42,200	+8.1	$13,615	15
ALL BANKS	188	$32,854	$29,425	$46,911	$29,000 *	+5.6	$6,186	45

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
416 SYSTEMS & PROGRAMMING MANAGER								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	1	INSUFFICIENT DATA						
$40 TO $49 MILLION	3	INSUFFICIENT DATA						
$50 TO $99 MILLION	6	$29,983	$20,709	$34,614	$29,150			1
$100 TO $249 MILLION	44	$28,644	$20,954	$34,021	$27,534	-2.4	$1,936	10
$250 TO $499 MILLION	40	$35,109	$26,494	$41,302	$34,500	+4.5	$2,898	8
$500 TO $999 MILLION	31	$39,375	$29,880	$49,259	$39,540	+4.7	$7,170	5
$1 BILLION AND OVER	49	$46,232	$36,234	$57,541	$45,500	+2.9	$5,148	15
ALL BANKS	176	$36,760	$29,224	$46,847	$37,947	+9.0	$4,163	39
417 DP OPERATIONS SUPERVISOR								
UNDER $20 MILLION	7	$13,284			$14,000	+16.7	$2,012	5
$20 TO $29 MILLION	11	$16,024	$15,286	$18,150	$17,680	+22.0	$2,617	5
$30 TO $39 MILLION	11	$17,617	$14,920	$22,628	$16,560	+11.4		2
$40 TO $49 MILLION	14	$16,496	$12,048	$17,719	$14,400	-4.8	$1,754	6
$50 TO $99 MILLION	57	$17,598	$13,363	$19,620	$16,341	-.9	$1,232	12
$100 TO $249 MILLION	90	$18,929	$14,407	$21,994	$18,000	-2.6	$1,393	18
$250 TO $499 MILLION	51	$21,910	$16,517	$25,841	$21,516	-3.1	$1,524	11
$500 TO $999 MILLION	27	$26,838	$21,446	$34,143	$25,840	+10.0	$3,367	6
$1 BILLION AND OVER	48	$29,547	$24,414	$38,475	$28,121	+8.2	$2,206	6
ALL BANKS	316	$21,079	$17,899	$27,643	$19,700	+5.9	$1,772	71
418 PURCHASING MANAGER								
UNDER $20 MILLION	3	INSUFFICIENT DATA						
$20 TO $29 MILLION	2	INSUFFICIENT DATA						
$30 TO $39 MILLION	8	$14,774 *	$8,500	$10,500	$10,976 *	-38.2		4
$40 TO $49 MILLION	10	$17,000	$15,078	$21,398	$13,800 *	-12.9		3
$50 TO $99 MILLION	48	$16,162	$12,394	$18,100	$14,400	-7.1	$1,111	15
$100 TO $249 MILLION	133	$18,182	$13,773	$21,030	$17,700	+3.5	$1,477	20
$250 TO $499 MILLION	93	$22,322	$17,590	$26,985	$21,900	+4.3	$1,790	17
$500 TO $999 MILLION	60	$25,029	$19,539	$30,398	$25,500	+17.7	$2,831	9
$1 BILLION AND OVER	63	$30,771	$24,028	$37,840	$29,500	.0	$2,763	8
ALL BANKS	420	$21,588	$17,693	$27,358	$20,200	+3.6	$1,721	77
419 COMMERCIAL CREDIT DEPT MANAGER								
UNDER $20 MILLION	9	$21,667	$17,300	$40,000	$22,590	+22.1	$1,176	5
$20 TO $29 MILLION	13	$19,663 *	$20,133	$26,333	$17,000 *	-21.3		4
$30 TO $39 MILLION	9	$22,876	$20,000	$35,000	$16,000 *	-20.0		3
$40 TO $49 MILLION	17	$22,037	$20,778	$29,886	$19,136 *	-6.2	$4,252	7
$50 TO $99 MILLION	70	$23,365	$21,421	$31,897	$18,700 *	-2.6	$2,535	23
$100 TO $249 MILLION	134	$26,115	$19,808	$29,886	$24,000	+19.0	$2,125	33
$250 TO $499 MILLION	73	$27,720	$21,018	$32,615	$26,000	+2.8	$2,081	13
$500 TO $999 MILLION	44	$32,031	$23,897	$37,520	$28,500	-8.1	$3,299	9
$1 BILLION AND OVER	48	$43,060	$34,482	$54,872	$39,700	+7.3	$8,906	11
ALL BANKS	417	$27,976	$23,573	$36,456	$25,000	+13.6	$3,036	108

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MEAN SALARY RANGE MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
420 CONSUMER LOAN DEPT MANAGER								
UNDER $20 MILLION	14	$23,939 *	$26,960	$35,375	$23,200 *	+16.0		3
$20 TO $29 MILLION	25	$19,760	$18,445	$23,944	$18,000 *	-15.5	$1,151	7
$30 TO $39 MILLION	29	$23,471 *	$15,000	$23,420	$22,000	+7.2	$2,515	16
$40 TO $49 MILLION	26	$22,662	$19,708	$27,468	$21,600	+5.9	$1,883	11
$50 TO $99 MILLION	109	$25,270	$21,929	$33,128	$25,636	+11.8	$2,309	46
$100 TO $249 MILLION	190	$30,842	$23,445	$37,173	$30,000	+2.7	$3,381	52
$250 TO $499 MILLION	90	$34,343	$27,716	$42,567	$33,000	-3.9	$3,475	26
$500 TO $999 MILLION	51	$40,994	$31,917	$51,094	$40,000	+6.7	$5,760	15
$1 BILLION AND OVER	48	$43,992	$34,980	$54,824	$42,500	-1.2	$7,015	12
ALL BANKS	582	$30,970	$26,538	$41,318	$29,727	+6.2	$3,282	188
421 MORTGAGE LOAN DEPT MANAGER								
UNDER $20 MILLION	4	INSUFFICIENT DATA						
$20 TO $29 MILLION	6	$38,755 *	$26,580	$37,870	$30,500	+23.4		2
$30 TO $39 MILLION	11	$28,359 *	$14,450	$20,550	$25,212 *	+13.1	$2,670	5
$40 TO $49 MILLION	13	$25,648	$19,057	$30,704	$29,000		$3,830	6
$50 TO $99 MILLION	48	$28,858	$23,967	$37,144	$28,500	+9.6	$4,454	11
$100 TO $249 MILLION	107	$31,464	$23,650	$37,567	$30,000	-2.4	$2,481	26
$250 TO $499 MILLION	71	$40,953	$29,410	$45,830	$37,500	+7.1	$4,745	17
$500 TO $999 MILLION	47	$43,978	$33,829	$55,577	$42,000	+5.2	$5,128	12
$1 BILLION AND OVER	44	$52,636	$39,500	$64,157	$50,000	-.8	$11,205	14
ALL BANKS	351	$36,986	$29,360	$46,412	$34,400	+4.2	$4,849	97
422 COMMERCIAL LOAN DEPT MANAGER								
UNDER $20 MILLION	13	$23,832	$23,400	$25,949	$24,000	-7.7	$1,347	7
$20 TO $29 MILLION	13	$24,788 *	$30,533	$37,700	$24,900 *	-11.1	$3,598	6
$30 TO $39 MILLION	16	$30,418			$30,500	-1.3	$2,808	8
$40 TO $49 MILLION	24	$33,460	$29,084	$42,419	$35,000	+12.9	$3,804	12
$50 TO $99 MILLION	92	$34,492	$28,295	$44,869	$35,000	+18.6	$3,135	36
$100 TO $249 MILLION	158	$42,638	$31,063	$50,138	$42,500	+9.8	$4,567	44
$250 TO $499 MILLION	86	$50,338	$37,847	$58,974	$49,000	-3.2	$6,123	26
$500 TO $999 MILLION	48	$53,547	$40,317	$66,207	$51,500	+5.9	$6,067	16
$1 BILLION AND OVER	50	$66,346	$50,516	$81,263	$61,000	+3.4	$13,094	23
ALL BANKS	500	$44,097	$36,229	$57,956	$42,000	+8.0	$5,451	178
423 SR TRUST OFFICER								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$20 TO $29 MILLION	4	INSUFFICIENT DATA						
$30 TO $39 MILLION	9	$27,274			$27,100	+3.0	$3,423	5
$40 TO $49 MILLION	18	$25,803 *	$13,820	$20,100	$24,592 *	-38.5	$2,101	5
$50 TO $99 MILLION	98	$34,288	$25,987	$39,686	$33,000	-3.5	$2,583	31
$100 TO $249 MILLION	217	$42,462	$31,427	$51,170	$42,000	+3.7	$4,476	65
$250 TO $499 MILLION	100	$49,357	$38,378	$60,232	$48,800	+3.7	$6,568	33
$500 TO $999 MILLION	52	$56,482	$43,408	$70,606	$56,925	+6.2	$8,628	17
$1 BILLION AND OVER	56	$75,390	$57,506	$92,278	$69,500	+3.6	$14,970	28
ALL BANKS	555	$45,934	$37,686	$60,980	$44,000	+6.0	$6,394	185

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
424 TRUST OPERATIONS MANAGER								
UNDER $20 MILLION	3	INSUFFICIENT DATA						
$20 TO $29 MILLION	4	INSUFFICIENT DATA						
$30 TO $39 MILLION	8	$18,366	$18,000	$28,000	$14,100 *			4
$40 TO $49 MILLION	9	$18,138	$14,305	$20,048	$17,000	+4.9		2
$50 TO $99 MILLION	48	$18,136	$14,611	$21,760	$17,500	+.2	$1,243	13
$100 TO $249 MILLION	139	$23,211	$17,933	$28,309	$21,700	+4.8	$2,315	35
$250 TO $499 MILLION	82	$25,439	$20,616	$31,747	$23,885	+1.0	$1,975	16
$500 TO $999 MILLION	46	$28,820	$22,599	$35,161	$27,500	+5.8	$6,721	6
$1 BILLION AND OVER	56	$43,843	$34,052	$55,138	$42,000	+5.5	$4,847	14
ALL BANKS	395	$26,312	$22,531	$35,561	$23,500	+9.3	$2,653	92
425 TELEPHONE SUPERVISOR								
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	2	INSUFFICIENT DATA						
$40 TO $49 MILLION	2	INSUFFICIENT DATA						
$100 TO $249 MILLION	12	$12,833	$10,878	$16,608	$12,000	.0		1
$250 TO $499 MILLION	14	$14,358	$11,050	$16,669	$13,000	-11.6		3
$500 TO $999 MILLION	20	$17,826	$14,572	$21,771	$15,246	-11.9		3
$1 BILLION AND OVER	34	$22,876	$18,099	$28,434	$21,783	+4.4		4
ALL BANKS	85	$18,218	$15,528	$23,836	$16,600	+3.8	$2,044	13
426 COMPENSATION & BENEFITS MGR								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	1	INSUFFICIENT DATA						
$40 TO $49 MILLION	1	INSUFFICIENT DATA						
$50 TO $99 MILLION	5	$19,744	$17,000	$26,400	$18,500			3
$100 TO $249 MILLION	14	$22,777	$18,926	$29,142	$20,100	+6.3	$3,268	5
$250 TO $499 MILLION	18	$24,722	$20,257	$28,454	$22,500	+21.0		2
$500 TO $999 MILLION	24	$25,839	$20,439	$31,430	$25,000	+13.7		3
$1 BILLION AND OVER	45	$37,858	$30,193	$48,406	$34,860	+23.8	$4,837	9
ALL BANKS	110	$29,763	$24,521	$38,391	$26,000	+12.1	$3,757	24
427 PAYROLL SUPERVISOR								
UNDER $20 MILLION	4	INSUFFICIENT DATA						
$20 TO $29 MILLION	2	INSUFFICIENT DATA						
$30 TO $39 MILLION	7	$15,423	$15,400	$24,700	$14,700 *			3
$40 TO $49 MILLION	5	$15,546	$12,535	$16,434	$12,900			2
$50 TO $99 MILLION	18	$15,277 *	$11,250	$14,987	$14,000	-12.5	$1,173	9
$100 TO $249 MILLION	57	$15,313	$11,829	$17,886	$14,400	-2.0	$1,299	7
$250 TO $499 MILLION	46	$15,924	$12,919	$19,258	$15,240	-3.5	$1,710	5
$500 TO $999 MILLION	30	$18,144	$13,765	$21,727	$17,000	-1.2		4
$1 BILLION AND OVER	54	$24,013	$19,519	$29,777	$23,508	+6.9	$1,837	6
ALL BANKS	223	$17,897	$15,092	$22,831	$16,692	+4.3	$1,499	37

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MEAN SALARY RANGE MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
428 INTERNAL AUDIT MANAGER								
UNDER $20 MILLION	3	INSUFFICIENT DATA						
$20 TO $29 MILLION	9	$18,578			$18,000			2
$30 TO $39 MILLION	12	$18,290	$17,277	$19,497	$17,800	+11.3	$2,589	7
$40 TO $49 MILLION	9	$16,618 *	$11,606	$15,420	$15,000			4
$50 TO $99 MILLION	53	$22,057	$19,526	$29,918	$20,000	-4.8	$2,079	16
$100 TO $249 MILLION	111	$27,041	$20,616	$33,381	$26,000	+4.8	$2,530	26
$250 TO $499 MILLION	82	$32,213	$25,358	$39,340	$32,000	+8.5	$2,878	26
$500 TO $999 MILLION	51	$39,592	$30,458	$47,859	$38,000	+7.0	$8,706	13
$1 BILLION AND OVER	56	$49,070	$39,205	$62,380	$45,900	+6.7	$7,327	16
ALL BANKS	386	$31,527	$27,073	$43,071	$30,000	+11.1	$3,909	111
429 SECURITY MANAGER								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$20 TO $29 MILLION	4	INSUFFICIENT DATA						
$30 TO $39 MILLION	3	INSUFFICIENT DATA						
$40 TO $49 MILLION	8	$19,494	$16,398	$25,664	$18,750			4
$50 TO $99 MILLION	27	$20,230	$17,083	$28,655	$20,300	+4.1	$1,305	8
$100 TO $249 MILLION	63	$24,672	$18,763	$29,032	$23,780	+5.1	$2,159	12
$250 TO $499 MILLION	65	$27,197	$20,460	$31,327	$24,800	+7.8	$2,055	13
$500 TO $999 MILLION	48	$26,785	$21,336	$33,438	$26,078	-.8	$2,524	6
$1 BILLION AND OVER	57	$34,371	$26,990	$42,627	$32,200	-11.8	$3,571	7
ALL BANKS	276	$26,924	$22,101	$34,393	$25,800	+7.5	$2,295	52
430 CONSUMER LOAN COLLECTION MGR								
UNDER $20 MILLION	5	$16,064			$15,700			2
$20 TO $29 MILLION	10	$17,422 *	$11,250	$16,000	$15,000			3
$30 TO $39 MILLION	10	$17,073	$12,875	$18,750	$15,500			3
$40 TO $49 MILLION	8	$13,979	$11,629	$16,302	$12,000	-24.1		4
$50 TO $99 MILLION	57	$18,548	$13,686	$20,738	$17,400	+7.4	$887	13
$100 TO $249 MILLION	119	$20,200	$15,113	$23,130	$19,500	+8.3	$1,432	23
$250 TO $499 MILLION	83	$21,269	$16,980	$25,911	$20,004	-7.8	$1,282	9
$500 TO $999 MILLION	46	$24,711	$19,296	$29,786	$23,600	+9.8	$2,564	6
$1 BILLION AND OVER	49	$29,685	$24,020	$37,701	$27,200	+7.3	$2,464	8
ALL BANKS	387	$21,588	$17,639	$27,149	$20,300	+9.2	$1,511	71
431 TRAINING DIRECTOR								
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$20 TO $29 MILLION	2	INSUFFICIENT DATA						
$30 TO $39 MILLION	2	INSUFFICIENT DATA						
$40 TO $49 MILLION	2	INSUFFICIENT DATA						
$50 TO $99 MILLION	15	$16,671	$12,668	$18,543	$17,160	+12.9	$1,255	5
$100 TO $249 MILLION	61	$17,508	$14,840	$22,841	$16,900	+2.4	$1,276	10
$250 TO $499 MILLION	43	$20,802	$17,140	$25,738	$20,000	+5.3	$1,542	9
$500 TO $999 MILLION	45	$25,931	$21,356	$33,311	$24,000	+2.7	$3,002	5
$1 BILLION AND OVER	55	$32,930	$26,831	$41,526	$31,350	+10.0	$3,934	6
ALL BANKS	226	$23,763	$20,736	$31,621	$21,400	+12.6	$2,020	37

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
432 EMPLOYMENT MANAGER								
UNDER $20 MILLION	2	INSUFFICIENT DATA						
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	1	INSUFFICIENT DATA						
$50 TO $99 MILLION	1	INSUFFICIENT DATA						
$100 TO $249 MILLION	17	$25,443	$20,455	$31,193	$23,447	+19.0		4
$250 TO $499 MILLION	15	$22,309	$18,714	$28,133	$20,500	+9.0		4
$500 TO $999 MILLION	26	$24,233	$20,277	$31,267	$23,000	+12.2		2
$1 BILLION AND OVER	47	$32,944	$26,447	$42,279	$31,800	+6.8	$4,910	5
ALL BANKS	110	$27,793	$22,962	$36,089	$26,000	+13.0	$3,152	17
433 SR BUSINESS DEVELOPMENT OFFICER								
UNDER $20 MILLION	2	INSUFFICIENT DATA						
$20 TO $29 MILLION	3	INSUFFICIENT DATA						
$30 TO $39 MILLION	4	INSUFFICIENT DATA						
$40 TO $49 MILLION	7	$32,622 *	$34,950	$53,950	$26,000 *	.0		
$50 TO $99 MILLION	22	$38,363	$35,251	$49,770	$37,500	+10.3	$4,609	8
$100 TO $249 MILLION	59	$37,160	$28,170	$41,718	$37,000	+3.6	$3,301	24
$250 TO $499 MILLION	41	$41,705	$28,723	$44,123	$40,000	+1.3	$5,024	11
$500 TO $999 MILLION	34	$39,465	$30,682	$51,897	$38,000	+10.1	$10,516	7
$1 BILLION AND OVER	26	$53,356	$40,186	$62,068	$51,778	+56.9	$9,153	10
ALL BANKS	198	$40,367	$31,778	$48,622	$38,200	+7.0	$5,307	65
434 SR INTERNATIONAL BANKING OFFICR								
$20 TO $29 MILLION	1	INSUFFICIENT DATA						
$30 TO $39 MILLION	1	INSUFFICIENT DATA						
$40 TO $49 MILLION	2	INSUFFICIENT DATA						
$50 TO $99 MILLION	3	INSUFFICIENT DATA						
$100 TO $249 MILLION	8	$43,132	$38,860	$53,027	$41,730			4
$250 TO $499 MILLION	9	$45,833 *	$29,140	$45,784	$42,000	+3.3		1
$500 TO $999 MILLION	11	$45,004	$37,180	$59,648	$42,850	-1.9		1
$1 BILLION AND OVER	45	$62,664	$48,305	$79,798	$57,000	+1.8	$11,064	16
ALL BANKS	80	$53,952	$42,852	$67,878	$49,370	-2.0	$9,193	25
435 SR INVESTMENT OFFICER								
UNDER $20 MILLION	2	INSUFFICIENT DATA						
$20 TO $29 MILLION	5	$30,256			$36,000			2
$30 TO $39 MILLION	4	INSUFFICIENT DATA						
$40 TO $49 MILLION	10	$28,975	$27,696	$40,220	$29,029	-9.9		3
$50 TO $99 MILLION	31	$33,531	$30,886	$41,338	$32,200	+10.9	$3,973	10
$100 TO $249 MILLION	88	$38,839	$29,303	$46,921	$37,500	-.3	$4,171	28
$250 TO $499 MILLION	82	$42,526	$32,582	$50,863	$40,000	+.2	$4,876	22
$500 TO $999 MILLION	48	$48,694	$35,705	$59,331	$46,900	+5.4	$14,475	11
$1 BILLION AND OVER	54	$72,255	$55,007	$90,160	$64,000	-4.5	$14,546	23
ALL BANKS	324	$45,764	$37,188	$59,667	$42,000	+2.4	$7,795	100

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

NATIONAL RESULTS 1984

436 SR CORRESPONDENT BANKING OFFICR	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	% CHANGE OVER 1983 MEDIAN BASE SALARY	MEAN INCENTIVE AWARD	BANKS REPORTING INCENTIVE AWARDS
UNDER $20 MILLION	1	INSUFFICIENT DATA						
$40 TO $49 MILLION	2	INSUFFICIENT DATA						
$50 TO $99 MILLION	5	$29,640	$26,002	$40,984	$31,950			1
$100 TO $249 MILLION	20	$39,545	$26,636	$46,209	$36,840	+11.6	$2,507	5
$250 TO $499 MILLION	34	$43,473	$37,029	$55,703	$42,200	-1.9	$4,674	7
$500 TO $999 MILLION	18	$46,321	$34,699	$56,224	$45,000	+25.0	$5,681	6
$1 BILLION AND OVER	34	$53,391	$41,582	$67,490	$50,000	+6.4	$6,767	13
ALL BANKS	114	$45,435	$37,285	$59,560	$44,000	+18.9	$5,387	32

Regional Results

Region I New England

Connecticut
Maine
Massachusetts
New Hampshire
Rhode Island
Vermont

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$9,492	$8,454	$11,794	$9,360	3				
$100 TO $249 MILLION	12	$8,797	$8,053	$11,191	$8,788	5				
$250 TO $499 MILLION	8	$7,994	$7,573	$10,764	$8,178	6				
$500 TO $999 MILLION	5	$8,783	$8,102	$11,210	$8,487	10				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	52	$8,969	$8,212	$11,324	$8,675	5				
102 GENERAL CLERK										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$11,495	$9,438	$13,039	$11,111	6				
$40 TO $49 MILLION	5	$11,190	$11,050	$14,040	$11,210	5				
$50 TO $99 MILLION	17	$10,517	$8,282	$12,715	$10,400	5				
$100 TO $249 MILLION	13	$9,899	$8,585	$12,390	$9,590	11				
$250 TO $499 MILLION	6	$9,738	$8,117	$11,831	$9,635	15				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	58	$10,408	$8,743	$12,690	$10,271	11				
103 CLERK TYPIST										
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$8,939	$8,423	$11,179	$8,840	2				
$100 TO $249 MILLION	9	$9,897	$8,538	$11,838	$9,700	2				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	33	$9,683	$8,813	$12,153	$9,367	4				
104 DATA ENTRY OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$9,914	$8,726	$12,085	$9,386	2				
$100 TO $249 MILLION	6	$10,872	$8,926	$12,865	$10,400	2				
$250 TO $499 MILLION	6	$9,537	$8,315	$11,792	$9,789	3				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	35	$10,413	$8,875	$12,656	$10,325	4				

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$8,508	$8,466	$11,000	$8,450 *	1				
$100 TO $249 MILLION	8	$9,230	$8,157	$11,184	$9,360	1				
$250 TO $499 MILLION	6	$9,223	$8,001	$11,135	$8,619	2				
$500 TO $999 MILLION	5	$9,097	$8,214	$11,523	$8,563	3				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	34	$9,043	$8,268	$11,372	$8,840	2				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$14,589	$10,400	$15,392	$14,300	2				
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$13,577	$11,587	$15,664	$13,660	2				
$100 TO $249 MILLION	10	$13,699	$11,505	$16,355	$14,270	2				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	48	$13,250	$11,241	$15,642	$13,442	2				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$12,174 *	$9,500	$12,000	$9,963	2				
$40 TO $49 MILLION	5	$12,018	$12,000	$14,560	$10,927 *	4				
$50 TO $99 MILLION	14	$10,836	$9,247	$12,894	$10,400	3				
$100 TO $249 MILLION	13	$10,820	$9,054	$13,541	$11,200	2				
$250 TO $499 MILLION	7	$10,276	$8,574	$12,557	$10,283	3				
$500 TO $999 MILLION	5	$11,563	$9,443	$14,378	$11,596	6				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	56	$11,093	$9,345	$ 3,612	$10,700	3				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$11,105	$10,080	$13,033	$10,764	2				
$40 TO $49 MILLION	5	$10,837	$7,670	$12,615	$10,920	2				
$50 TO $99 MILLION	18	$10,010	$8,850	$12,402	$9,698	3				
$100 TO $249 MILLION	11	$10,534	$8,874	$12,624	$10,400	4				
$250 TO $499 MILLION	5	$8,945	$8,367	$11,444	$8,700	9				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	57	$10,190	$8,870	$12,478	$10,088	6				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$10,126	$9,337	$12,705	$9,620	1				
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$10,718	$9,375	$13,550	$10,733	1				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	22	$10,925	$9,816	$14,070	$10,733	2				
110 BOOKKEEPING MACHINE OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	12	$11,299	$9,687	$13,325	$10,660	1				
111 MAINTENANCE SERVICE WORKER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$11,550	$9,863	$14,179	$11,856	2				
$100 TO $249 MILLION	7	$9,719	$8,410	$11,258	$9,360	2				
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$12,537	$10,231	$14,482	$11,960	3				
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	28	$11,377	$9,516	$12,775	$11,125	2				
112 CUSTODIAN										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$10,512			$11,622	3				
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$10,552	$8,406	$11,798	$10,400	2				
$100 TO $249 MILLION	6	$10,902	$8,930	$12,194	$11,300	2				
$250 TO $499 MILLION	6	$9,270	$7,828	$9,902	$8,823	5				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
ALL BANKS	37	$10,329	$8,409	$11,301	$9,921	3				

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$10,817			$9,360	1				
$100 TO $249 MILLION	11	$9,927	$8,480	$11,653	$9,480	2				
$250 TO $499 MILLION	6	$10,259	$7,697	$11,215	$9,997	3				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	38	$10,177	$8,068	$11,984	$9,922	3				
114 SECURITY GUARD										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	8	$10,237	$8,520	$12,479	$9,780	2				
201 SAFE DEPOSIT CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$10,539	$9,370	$13,175	$10,400	1				
$100 TO $249 MILLION	9	$10,275	$8,618	$13,258	$10,140	1				
$250 TO $499 MILLION	5	$10,990	$9,104	$12,947	$10,972	1				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	37	$10,565	$8,869	$12,883	$10,545	2				
202 RECEPTIONIST										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$10,756	$7,792	$12,985	$10,300	2				
$100 TO $249 MILLION	6	$10,490	$8,586	$13,096	$9,880	2				
$250 TO $499 MILLION	6	$9,906	$8,774	$12,874	$9,027	2				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	33	$10,573	$8,675	$13,150	$10,595	3				

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
203 NEW ACCOUNTS REPRESENTATIVE										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$11,676	$9,750	$12,500	$12,000	4				
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	18	$11,381	$9,762	$13,822	$11,145	3				
$100 TO $249 MILLION	14	$11,395	$9,604	$14,023	$11,346	5				
$250 TO $499 MILLION	7	$11,084	$9,705	$14,065	$11,115	12				
$500 TO $999 MILLION	5	$12,782	$10,462	$15,298	$13,060	22				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	59	$11,596	$9,927	$14,327	$11,346	7				
204 TELEPHONE OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$10,076	$8,676	$11,729	$9,880	1				
$100 TO $249 MILLION	13	$10,343	$8,704	$12,418	$10,400	1				
$250 TO $499 MILLION	8	$10,239	$8,099	$11,157	$9,350	2				
$500 TO $999 MILLION	5	$11,089	$8,809	$12,709	$11,466	3				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	54	$10,375	$8,589	$12,106	$10,374	2				
205 SECRETARY										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$12,123			$11,492	1				
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$11,652	$9,588	$13,691	$10,860	3				
$100 TO $249 MILLION	13	$11,949	$9,579	$13,645	$11,960	4				
$250 TO $499 MILLION	9	$10,384	$9,036	$13,101	$10,500	5				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	51	$11,802	$9,861	$14,214	$11,720	8				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$14,498	$10,576	$15,455	$14,700	1				
$100 TO $249 MILLION	15	$15,769	$12,111	$17,144	$14,900	2				
$250 TO $499 MILLION	8	$14,245	$11,267	$16,585	$12,922	4				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	53	$15,519	$11,807	$17,216	$14,820	3				

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
207 LEGAL SECRETARY		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
208 UNIVERSAL TELLER										
UNDER $20 MILLION	6	$9,823	$8,550	$12,122	$8,320 *	14				
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	8	$10,629	$8,619	$11,180	$9,465	12				
$40 TO $49 MILLION	5	$9,983	$9,140	$13,500	$9,035 *	14				
$50 TO $99 MILLION	18	$9,471	$8,614	$12,558	$9,500	19				
$100 TO $249 MILLION	16	$9,813	$8,669	$12,602	$9,828	28				
$250 TO $499 MILLION	9	$9,467	$8,615	$12,452	$9,216	75				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	70	$9,897	$8,830	$12,778	$9,773	38				
209 HEAD TELLER										
UNDER $20 MILLION	5	$11,274	$11,053	$14,300	$10,400 *	2				
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	8	$13,128	$10,400	$19,000	$11,700	3				
$40 TO $49 MILLION	5	$12,527	$11,180	$15,000	$12,428	5				
$50 TO $99 MILLION	20	$12,152	$10,330	$14,213	$12,000	3				
$100 TO $249 MILLION	16	$11,865	$10,083	$14,370	$11,804	6				
$250 TO $499 MILLION	8	$11,531	$10,239	$14,884	$11,102	12				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	70	$12,223	$10,620	$15,193	$11,900	6				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$35,945	$25,667	$44,000	$33,500	1	44	9	5	7
$100 TO $249 MILLION	9	$41,261	$27,904	$45,046	$43,350	1	41	8	5	12
$250 TO $499 MILLION	8	$44,174	$29,270	$47,845	$41,496	2	43	10	5	16
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	47	$40,233	$30,407	$48,653	$40,000	3	42	9	4	11

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$27,259	$23,874	$34,638	$25,750	1	39	7	4	2
$100 TO $249 MILLION	9	$27,280	$21,400	$35,480	$28,500	2	39	7	3	2
$250 TO $499 MILLION	7	$28,929	$19,838	$30,412	$28,000	2	40	9	3	5
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	43	$27,635	$22,041	$34,573	$28,000	3	38	8	4	2
303 SR CONSUMER LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$26,986	$19,650	$32,225	$25,500	1	39	8	3	3
$100 TO $249 MILLION	8	$30,430	$22,500	$37,833	$30,500	1	43	15	5	5
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	29	$30,988	$24,654	$39,295	$32,860	1	42	12	4	7
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	7	$21,980			$22,700	1	47	17	8	6
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$19,369	$16,832	$25,966	$19,000	2	43	10	5	3
$100 TO $249 MILLION	8	$20,514	$14,865	$24,120	$19,750	2	38	9	3	3
$250 TO $499 MILLION	7	$22,048	$17,281	$30,472	$20,571	3	40	9	4	5
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	47	$20,720	$17,484	$27,406	$20,000	2	41	10	4	4
305 SR MURTGAGE LOAN OFFICER										
$50 TO $99 MILLION	5	$32,528	$22,813	$37,850	$33,440	1	41	9	4	6
$100 TO $249 MILLION	7	$35,103	$27,814	$39,408	$33,170	1	48	10	6	5
$250 TO $499 MILLION	5	$34,900	$26,107	$41,094	$35,500	1	42	11	4	6
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	21	$36,945	$28,888	$44,674	$33,800	1	46	11	5	6

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$20,730			$20,000	1	45	13	5	3
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$22,711	$19,765	$30,920	$23,000	1	43	9	3	2
$100 TO $249 MILLION	8	$24,474 *	$14,910	$24,442	$21,300	1	41	8	4	3
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	35	$22,842	$18,973	$29,839	$21,675	2	43	10	3	6
307 TRUST ACCOUNT ADMINISTRATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$27,650	$19,791	$34,255	$17,581 *	2	46	5	4	3
$250 TO $499 MILLION	5	$23,421	$17,600	$26,717	$20,775	2	42	12	5	1
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	23	$26,525	$21,598	$36,087	$25,200	2	46	12	4	3
308 CORPORATE TRUST OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	12	$33,354	$24,620	$40,060	$32,000	1	41	7	4	5
309 PERSONAL TRUST OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	14	$25,642	$18,952	$29,762	$24,660	2	43	14	7	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	8	$34,149	$27,900	$44,229	$30,440	2	37	6	2	1
311 INTERNAL AUDITOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$21,678	$20,542	$31,267	$23,000	1	39	7	2	1
$100 TO $249 MILLION	10	$23,577	$19,964	$28,587	$22,000	1	37	10	4	3
$250 TO $499 MILLION	6	$19,964	$16,794	$29,240	$16,317 *	3	37	8	2	2
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	36	$21,202	$19,282	$29,880	$20,000	2	36	8	3	2
312 LOAN REVIEW OFFICER										
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	11	$28,982	$24,301	$37,230	$24,000 *	1	34	7	3	4
313 BUSINESS DEVELOPMENT OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$24,959	$20,156	$30,265	$24,850	2	39	9	2	2
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
ALL BANKS	13	$24,651	$20,190	$30,535	$23,213	2	42	8	2	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	10	$25,420	$22,429	$33,654	$24,000	3	34	5	2	
315 SR COMPUTER PROGRAMMER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	7	$23,572	$19,940	$30,840	$24,440	4	36	4	2	5
316 COMPUTER PROGRAMMER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	12	$18,716	$17,628	$27,171	$18,700	4	32	4	2	1
317 SR COMPUTER OPERATOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$15,505	$12,440	$18,647	$14,924	3	31	5	3	3

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$12,173	$9,350	$13,144	$12,610	2	29	3	2	2
$100 TO $249 MILLION	6	$11,424	$10,097	$15,016	$10,998	2	24	2	2	4
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	26	$11,850	$10,571	$15,191	$11,752	3	28	4	2	3
319 STAFF APPRAISER		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
320 CONSUMER LOAN COLLECTOR										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$14,874 *	$10,661	$14,550	$12,890	1	37	4	2	1
$100 TO $249 MILLION	11	$13,758	$10,405	$15,422	$12,750	2	33	3	2	4
$250 TO $499 MILLION	5	$14,206	$11,436	$17,087	$15,000	2	36	7	3	4
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	38	$14,506	$11,722	$17,446	$13,000	2	35	4	3	3
321 PERSONNEL ASSISTANT										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$14,259	$12,450	$17,168	$14,800	1	43	7	4	1
$100 TO $249 MILLION	7	$15,876	$10,765	$16,426	$16,172	1	39	14	5	2
$250 TO $499 MILLION	5	$13,017	$11,859	$17,624	$12,840	1	37	6	4	1
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	24	$14,818	$12,298	$18,206	$14,760	1	38	9	4	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	7	$17,227	$15,175	$22,637	$16,016	2	37	4	2	
323 ASST BRANCH MANAGER (LARGE +31)										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	6	$18,680	$18,037	$25,585	$17,850 *	2	36	10	3	23
324 ASST BRANCH MGR (MEDIUM 10-30)										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$16,215	$13,965	$19,478	$14,820	2	43	11	5	11
$250 TO $499 MILLION	6	$16,155	$13,235	$19,986	$15,625	4	37	9	3	15
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	21	$16,771	$14,864	$22,328	$16,343	3	39	10	4	12
325 ASST BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$15,383	$14,191	$21,280	$13,996 *	2	37	8	3	5
$100 TO $249 MILLION	7	$17,188	$16,090	$22,214	$16,133	4	43	9	4	6
$250 TO $499 MILLION	7	$15,137	$12,837	$19,195	$15,699	3	39	10	3	10
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	33	$15,548	$14,305	$20,907	$15,033	3	39	10	4	7

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
326 ACCOUNTANT										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	6	$20,399	$15,857	$24,292	$19,560	1	33	9	3	7
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	19	$19,917	$16,585	$26,201	$19,560	3	35	7	3	5
327 OFFICER TRAINEE (B.A.)										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$13,941	$12,333	$18,126	$14,000	6	27	1	1	
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	16	$15,194	$14,049	$21,780	$14,300	8	27	2	1	
328 OFFICER TRAINEE (M.A.)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
329 ADVERTISING OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	11	$25,420	$20,853	$30,798	$23,251	1	36	5	5	1

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
$50 TO $99 MILLION	5	$16,850	$14,000	$20,000	$15,200	1	49	12	3	6
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$16,448	$15,275	$22,263	$17,500	1	34	7	2	4
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	12	$16,758	$15,000	$21,964	$16,000	2	44	11	3	5
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	6	$49,550	$45,375	$65,000	$40,000 *	1	49	8	4	15
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	8	$51,759			$50,746	1	55	22	14	46
$40 TO $49 MILLION	5	$64,200	$40,000	$80,000	$60,500	2	54	15	8	36
$50 TO $99 MILLION	20	$65,115	$60,680	$93,620	$58,300 *	1	53	12	6	53
$100 TO $249 MILLION	15	$82,881	$55,578	$89,609	$77,500	1	52	14	7	80
$250 TO $499 MILLION	9	$123,501	$85,150	$141,600	$125,000	1	54	18	7	178
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	72	$81,936	$79,204	$127,654	$70,044 *	1	53	15	7	187
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$38,919			$37,714	1	48	20	6	32
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$44,532	$36,050	$57,850	$47,000	1	47	17	6	33
$100 TO $249 MILLION	11	$55,902	$41,353	$62,565	$53,000	1	50	12	6	31
$250 TO $499 MILLION	6	$64,633			$61,200	1	50	14	2	464
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	46	$59,093	$52,662	$93,074	$53,000	1	47	14	5	116
403 CHIEF FINANCIAL OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$33,786	$25,250	$39,449	$32,000	1	42	11	5	3
$100 TO $249 MILLION	13	$42,817	$32,847	$50,183	$42,978	1	39	9	5	15
$250 TO $499 MILLION	6	$49,083	$37,467	$65,800	$45,000	1	41	13	7	15
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	41	$49,352	$42,226	$66,468	$42,978	1	42	11	5	18

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$36,380	$30,940	$47,420	$36,400	1	41	14	5	31
$100 TO $249 MILLION	8	$40,682	$34,633	$52,294	$35,000	1	44	11	6	33
$250 TO $499 MILLION	6	$44,358	$35,415	$59,286	$42,400	1	45	18	5	37
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	39	$39,047	$33,986	$52,726	$37,200	1	43	14	5	29
405 OPERATIONS OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$18,048			$16,600	1	43	19	6	13
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$21,373	$20,914	$30,400	$17,300 *	1	43	13	4	16
$100 TO $249 MILLION	14	$24,049	$19,560	$29,476	$20,020	1	42	12	4	11
$250 TO $499 MILLION	6	$26,945	$21,415	$36,935	$28,000	1	36	11	2	30
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	49	$24,140	$21,903	$34,083	$22,000	2	41	13	4	16
406 PERSONNEL OFFICER/DIRECTOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$21,086	$18,321	$27,335	$20,000	1	46	13	4	11
$100 TO $249 MILLION	14	$24,572	$21,961	$32,842	$22,000	1	40	9	5	8
$250 TO $499 MILLION	9	$31,025	$24,067	$38,358	$32,500	1	40	12	6	4
$500 TO $999 MILLION	5	$38,873	$30,638	$50,165	$38,000	1	43	13	4	7
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	47	$29,462	$27,572	$43,092	$23,500 *	1	42	11	4	11
407 MARKETING OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$21,940	$19,694	$28,256	$19,200 *	1	47	11	4	1
$100 TO $249 MILLION	7	$33,395	$29,427	$43,628	$31,348	1	42	7	5	4
$250 TO $499 MILLION	9	$31,987	$23,406	$37,459	$32,500	1	45	13	5	3
$500 TO $999 MILLION	5	$43,703	$33,592	$56,823	$41,800	1	48	8	3	9
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	30	$33,996	$28,441	$43,793	$31,348	1	46	11	5	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
408 CONTROLLER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$21,267	$16,739	$25,815	$21,000	1	36	6	4	3
$100 TO $249 MILLION	6	$30,830	$22,349	$37,923	$31,980	1	44	7	6	4
$250 TO $499 MILLION	6	$39,966	$29,196	$47,284	$30,795	1	36	8	4	8
$500 TO $999 MILLION	5	$40,316	$31,212	$48,578	$43,000	1	41	11	2	14
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	36	$33,621	$29,784	$46,786	$30,000	1	39	8	4	11
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$17,042	$12,976	$19,332	$17,400	1	40	11	8	6
$100 TO $249 MILLION	6	$19,994	$17,384	$26,136	$18,600	1	28	6	2	5
$250 TO $499 MILLION	6	$21,800	$15,656	$24,451	$19,000	1	37	13	2	6
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	27	$22,446	$18,871	$28,696	$19,000	1	36	11	4	6
410 BRANCH ADMINISTRATION OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$40,315	$35,139	$54,771	$33,000 *	1	40	9	6	26
$250 TO $499 MILLION	9	$37,741	$29,590	$49,842	$39,935	1	43	13	3	82
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	24	$39,971	$33,172	$53,154	$39,935	1	42	14	4	64
411 BRANCH MANAGER (LARGE +31)										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	8	$33,434	$26,484	$40,322	$29,300	3	41	12	5	26

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$23,725	$18,325	$27,900	$22,500	1	44	12	7	10
$100 TO $249 MILLION	7	$24,069	$20,507	$30,671	$24,492	3	41	9	6	13
$250 TO $499 MILLION	9	$25,784	$19,813	$30,559	$23,026	5	43	12	5	21
$500 TO $999 MILLION	5	$25,663	$19,285	$31,372	$24,881	8	42	16	6	13
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	35	$25,379	$20,707	$32,033	$25,300	4	42	12	6	15
413 BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$19,663	$15,662	$22,989	$18,500	3	41	9	5	6
$100 TO $249 MILLION	12	$19,959	$17,162	$24,875	$20,724	5	38	9	4	12
$250 TO $499 MILLION	9	$19,640	$15,914	$25,077	$19,058	8	41	11	5	16
$500 TO $999 MILLION	5	$22,405	$17,213	$28,199	$21,281	9	43	13	5	7
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	58	$20,197	$17,161	$25,687	$20,325	5	40	9	5	10
414 DATA PROCESSING DIRECTOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	8	$37,874	$28,422	$45,216	$38,000	1	39	9	5	29
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	16	$41,430	$36,784	$58,277	$38,000	1	40	10	4	46
415 COMPUTER CENTER MANAGER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	10	$34,070	$29,557	$46,579	$28,200 *	1	40	12	3	21

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$250 TO $499 MILLION	5	$35,760	$27,454	$42,864	$34,500	1	36	10	3	11
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	10	$42,980	$35,170	$55,274	$39,998	1	39	14	3	25
417 DP OPERATIONS SUPERVISOR										
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$18,856	$14,041	$20,362	$22,000 *	1	33	9	2	6
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$21,983	$18,397	$27,215	$22,000	1	35	9	3	8
418 PURCHASING MANAGER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	7	$20,386	$15,725	$23,733	$20,200	1	50	19	6	3
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	22	$21,892	$17,083	$26,158	$20,200	1	52	18	5	5
419 COMMERCIAL CREDIT DEPT MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$24,558	$19,739	$29,969	$24,000	1	44	14	3	2
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	20	$25,639	$21,284	$32,103	$24,000	1	37	9	3	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$17,686	$16,924	$23,449	$16,700 *	1	39	12	4	4
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$31,141	$27,620	$50,733	$30,000	1	33	6	2	20
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	28	$27,831	$26,765	$41,712	$23,005 *	1	38	11	4	14
421 MORTGAGE LOAN DEPT MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$50,789	$36,547	$58,921	$59,143 *	1	41	19	3	21
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$38,738	$32,958	$52,207	$32,600 *	1	42	15	4	15
422 COMMERCIAL LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$48,500	$38,178	$64,673	$45,000	1	43	13	4	9
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	16	$44,664	$37,916	$61,507	$44,000	1	42	9	4	10
423 SR TRUST OFFICER										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$35,206	$30,433	$47,300	$35,500	1	47	6	3	2
$100 TO $249 MILLION	6	$41,181	$33,922	$54,255	$44,000	1	38	6	5	4
$250 TO $499 MILLION	6	$47,994	$41,613	$72,400	$42,500	1	46	14	6	16
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	30	$47,582	$45,643	$73,578	$42,000 *	1	46	10	5	36

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$24,487	$22,179	$33,119	$25,000	1	43	9	7	5
$250 TO $499 MILLION	5	$27,708	$20,050	$33,675	$30,100	1	43	11	4	7
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	21	$30,151	$26,605	$41,825	$25,200 •	1	44	15	6	23
425 TELEPHONE SUPERVISOR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
426 COMPENSATION & BENEFITS MGR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
427 PAYROLL SUPERVISOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	12	$15,931	$13,349	$20,175	$14,560	1	40	8	4	6

• A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	7	$32,952	$25,902	$44,675	$32,500	1	38	10	5	5
$500 TO $999 MILLION	5	$36,780	$29,082	$44,523	$39,000	1	42	7	3	4
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	23	$32,184	$27,324	$43,844	$30,784	1	39	9	4	5
429 SECURITY MANAGER										
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	7	$23,993	$18,108	$27,483	$24,800	1	49	12	8	7
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$24,939	$21,369	$32,826	$24,800	1	48	15	6	5
430 CONSUMER LOAN COLLECTION MGR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$19,644	$16,165	$24,028	$20,500	1	45	6	3	3
$250 TO $499 MILLION	6	$19,617	$17,416	$26,465	$18,800	1	41	9	5	7
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	23	$20,679	$18,085	$26,857	$20,300	1	40	7	4	6
431 TRAINING DIRECTOR										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	6	$21,472	$17,714	$26,785	$20,000	1	39	6	3	2
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	15	$23,939	$21,481	$32,853	$20,200 *	1	37	8	2	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION I RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER										
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	7	$24,736	$22,320	$33,660	$23,000	1	38	6	3	4
433 SR BUSINESS DEVELOPMENT OFFICER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	10	$40,396	$32,106	$51,033	$38,000	1	46	9	3	4
434 SR INTERNATIONAL BANKING OFFICR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
435 SR INVESTMENT OFFICER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$35,568	$25,443	$41,014	$36,338	1	36	10	4	2
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	17	$44,733	$37,019	$57,675	$38,000	1	44	11	6	10
436 SR CORRESPONDENT BANKING OFFICR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								

Region II Mid Atlantic

New Jersey
New York
Pennsylvania

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	18	$8,778	$7,403	$10,464	$8,470	3				
$100 TO $249 MILLION	33	$9,611	$7,967	$11,631	$9,450	5				
$250 TO $499 MILLION	12	$9,282	$7,913	$10,964	$9,094	8				
$500 TO $999 MILLION	15	$9,674	$8,115	$11,711	$9,526	8				
$1 BILLION AND OVER	11	$9,156	$7,995	$11,975	$9,137	13				
ALL BANKS	95	$9,296	$7,879	$11,372	$9,146	6				
102 GENERAL CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	6	$9,630	$7,587	$11,588	$9,300	4				
$50 TO $99 MILLION	22	$9,926	$8,325	$11,893	$9,850	4				
$100 TO $249 MILLION	43	$10,420	$8,508	$12,773	$10,660	11				
$250 TO $499 MILLION	10	$10,250	$8,269	$11,998	$10,009	28				
$500 TO $999 MILLION	17	$10,217	$8,624	$12,555	$10,338	36				
$1 BILLION AND OVER	14	$10,696	$9,059	$14,377	$10,768	55				
ALL BANKS	117	$10,307	$8,556	$12,835	$10,245	19				
103 CLERK TYPIST										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$10,195	$8,754	$11,829	$10,053	2				
$100 TO $249 MILLION	26	$9,952	$8,638	$12,473	$9,682	3				
$250 TO $499 MILLION	13	$10,162	$8,173	$11,591	$9,973	6				
$500 TO $999 MILLION	15	$10,126	$8,531	$12,363	$9,708	9				
$1 BILLION AND OVER	13	$10,332	$8,962	$13,634	$10,100	37				
ALL BANKS	88	$10,147	$8,652	$12,451	$9,973	10				
104 DATA ENTRY OPERATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$10,126	$8,999	$11,893	$10,056	2				
$100 TO $249 MILLION	35	$10,744	$8,917	$13,016	$10,530	3				
$250 TO $499 MILLION	14	$10,628	$8,777	$12,841	$10,200	3				
$500 TO $999 MILLION	13	$11,421	$9,113	$13,164	$11,316	4				
$1 BILLION AND OVER	12	$10,946	$9,309	$14,234	$10,916	11				
ALL BANKS	97	$10,690	$8,987	$12,967	$10,478	4				

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$9,121	$7,484	$10,796	$8,200	1				
$100 TO $249 MILLION	26	$10,065	$8,177	$11,942	$9,600	1				
$250 TO $499 MILLION	14	$9,548	$7,850	$10,887	$9,000	2				
$500 TO $999 MILLION	13	$10,222	$8,760	$12,331	$10,296	3				
$1 BILLION AND OVER	13	$10,412	$8,453	$12,772	$10,396	6				
ALL BANKS	75	$9,991	$8,280	$11,876	$9,660	3				
106 ACCOUNTING CLERK-SR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	22	$12,229	$10,226	$14,215	$11,900	2				
$100 TO $249 MILLION	32	$14,520	$11,378	$16,760	$13,800	2				
$250 TO $499 MILLION	17	$14,021	$11,213	$16,175	$13,312	2				
$500 TO $999 MILLION	12	$16,387	$12,684	$19,348	$14,910	2				
$1 BILLION AND OVER	13	$14,280	$11,326	$17,361	$13,927	11				
ALL BANKS	102	$14,098	$11,258	$16,557	$13,572	3				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	26	$10,307	$8,737	$12,455	$10,140	3				
$100 TO $249 MILLION	41	$11,509	$9,273	$13,422	$11,128	3				
$250 TO $499 MILLION	17	$11,384	$9,045	$12,991	$10,800	3				
$500 TO $999 MILLION	14	$11,450	$9,606	$14,047	$10,764	6				
$1 BILLION AND OVER	16	$11,964	$9,646	$14,797	$11,180	10				
ALL BANKS	119	$11,271	$9,253	$13,540	$11,003	4				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$10,689	$8,636	$10,759	$9,724	1				
$40 TO $49 MILLION	5	$9,450	$7,829	$11,032	$9,300	2				
$50 TO $99 MILLION	31	$10,176	$8,367	$11,593	$10,010	2				
$100 TO $249 MILLION	48	$10,221	$8,560	$12,584	$10,384	4				
$250 TO $499 MILLION	15	$10,290	$8,392	$12,128	$10,452	5				
$500 TO $999 MILLION	16	$10,455	$8,493	$12,255	$9,500	8				
$1 BILLION AND OVER	10	$10,573	$9,085	$13,579	$10,452	12				
ALL BANKS	133	$10,259	$8,520	$12,270	$10,311	5				

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$11,846	$8,765	$11,917	$10,774	1				
$100 TO $249 MILLION	13	$11,406	$9,969	$15,132	$11,024	2				
$250 TO $499 MILLION	6	$11,179	$9,742	$13,277	$12,012	2				
$500 TO $999 MILLION	8	$11,999	$9,941	$14,709	$10,972	3				
$1 BILLION AND OVER	10	$12,127	$10,229	$15,236	$12,015	13				
ALL BANKS	44	$11,686	$9,899	$14,507	$11,300	4				
110 BOOKKEEPING MACHINE OPERATOR										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$12,044	$8,941	$12,973	$12,504	2				
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	18	$11,429	$9,174	$13,032	$11,165	3				
111 MAINTENANCE SERVICE WORKER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$11,240	$9,744	$13,430	$10,500	1				
$100 TO $249 MILLION	29	$12,773	$9,649	$14,178	$12,468	1				
$250 TO $499 MILLION	9	$11,133	$8,308	$14,916	$10,717	5				
$500 TO $999 MILLION	14	$13,587	$10,222	$15,009	$12,840	3				
$1 BILLION AND OVER	13	$13,763	$10,866	$15,958	$12,771	7				
ALL BANKS	74	$12,671	$9,893	$14,417	$12,000	3				
112 CUSTODIAN										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$10,341	$7,749	$10,546	$10,000	2				
$100 TO $249 MILLION	16	$10,750	$7,927	$11,820	$10,030	3				
$250 TO $499 MILLION	10	$9,500	$7,694	$10,511	$9,395	6				
$500 TO $999 MILLION	7	$10,071	$8,140	$11,164	$9,518	8				
$1 BILLION AND OVER	8	$10,138	$8,425	$12,379	$9,965	6				
ALL BANKS	60	$10,278	$7,981	$11,324	$9,965	4				

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$9,512	$7,902	$10,924	$9,282	2				
$100 TO $249 MILLION	40	$10,316	$8,573	$12,069	$10,056	2				
$250 TO $499 MILLION	15	$9,683	$7,940	$11,258	$8,855	4				
$500 TO $999 MILLION	11	$10,829	$8,752	$12,460	$10,738	7				
$1 BILLION AND OVER	12	$11,088	$9,289	$13,761	$10,946	10				
ALL BANKS	99	$10,225	$8,460	$12,037	$10,056	4				
114 SECURITY GUARD										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$10,830	$9,345	$13,893	$11,565	2				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	8	$12,279	$9,154	$14,416	$11,471	4				
$1 BILLION AND OVER	11	$12,558	$9,990	$15,131	$11,960	24				
ALL BANKS	30	$11,708	$9,494	$14,441	$11,550	11				
201 SAFE DEPOSIT CLERK										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$10,465	$8,972	$11,739	$10,067	1				
$100 TO $249 MILLION	25	$10,607	$8,575	$12,622	$10,480	2				
$250 TO $499 MILLION	11	$10,533	$8,193	$11,629	$10,700	5				
$500 TO $999 MILLION	15	$11,549	$8,914	$12,203	$11,203	2				
$1 BILLION AND OVER	11	$11,686	$9,164	$14,258	$11,350	13				
ALL BANKS	76	$10,895	$8,742	$12,523	$10,691	4				
202 RECEPTIONIST										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$10,296	$9,043	$11,958	$9,880	1				
$100 TO $249 MILLION	23	$10,748	$8,512	$13,013	$10,275	2				
$250 TO $499 MILLION	7	$10,648	$8,110	$12,139	$9,700	4				
$500 TO $999 MILLION	6	$11,431	$9,457	$13,387	$11,665	3				
$1 BILLION AND OVER	7	$11,968	$9,853	$14,796	$11,076	2				
ALL BANKS	59	$10,841	$8,882	$13,021	$10,400	2				

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
203 NEW ACCOUNTS REPRESENTATIVE										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$11,147	$8,620	$13,881	$11,002	3				
$50 TO $99 MILLION	23	$11,057	$9,508	$12,980	$11,007	3				
$100 TO $249 MILLION	45	$12,037	$9,854	$14,661	$11,775	5				
$250 TO $499 MILLION	16	$11,959	$9,718	$14,032	$11,400	12				
$500 TO $999 MILLION	17	$12,588	$10,576	$15,481	$12,542	18				
$1 BILLION AND OVER	13	$12,836	$10,649	$16,479	$12,905	31				
ALL BANKS	123	$11,993	$9,944	$14,623	$11,775	10				
204 TELEPHONE OPERATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$9,887	$8,227	$11,345	$9,776	1				
$100 TO $249 MILLION	43	$10,015	$8,454	$11,927	$10,000	1				
$250 TO $499 MILLION	17	$10,531	$8,347	$12,087	$10,300	1				
$500 TO $999 MILLION	15	$11,786	$9,415	$13,336	$11,500	1				
$1 BILLION AND OVER	13	$11,374	$9,184	$13,876	$11,200	3				
ALL BANKS	108	$10,485	$8,625	$12,304	$10,300	1				
205 SECRETARY										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	20	$11,033	$9,228	$12,438	$10,900	2				
$100 TO $249 MILLION	43	$11,739	$9,831	$14,941	$11,880	4				
$250 TO $499 MILLION	17	$12,057	$9,204	$13,505	$11,755	6				
$500 TO $999 MILLION	18	$12,273	$9,843	$15,227	$11,856	10				
$1 BILLION AND OVER	16	$13,197	$10,787	$16,982	$12,929	34				
ALL BANKS	121	$11,984	$9,809	$14,762	$11,948	9				
206 EXECUTIVE SECRETARY										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	28	$13,531	$11,406	$15,362	$13,500	1				
$100 TO $249 MILLION	46	$16,098	$11,947	$18,449	$15,042	2				
$250 TO $499 MILLION	16	$16,719 *	$11,569	$16,612	$15,000	3				
$500 TO $999 MILLION	19	$17,373	$13,134	$19,627	$16,484	4				
$1 BILLION AND OVER	16	$18,746	$14,532	$22,538	$18,323	7				
ALL BANKS	133	$16,057	$12,346	$18,469	$15,050	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
207 LEGAL SECRETARY										
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$16,531	$13,151	$19,219	$16,600	1				
$1 BILLION AND OVER	8	$14,748	$12,226	$18,969	$14,118	1				
ALL BANKS	18	$15,131	$12,734	$19,248	$15,022	2				
208 UNIVERSAL TELLER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$9,217	$8,302	$11,515	$9,100	5				
$40 TO $49 MILLION	7	$9,155	$8,308	$11,696	$9,150	14				
$50 TO $99 MILLION	29	$9,514	$8,249	$11,974	$9,500	18				
$100 TO $249 MILLION	52	$9,861	$8,545	$12,897	$9,631	27				
$250 TO $499 MILLION	16	$10,177	$8,660	$12,575	$9,824	57				
$500 TO $999 MILLION	18	$10,995	$9,544	$13,992	$10,223	84				
$1 BILLION AND OVER	15	$10,934	$9,515	$14,946	$11,022	161				
ALL BANKS	146	$10,039	$8,771	$13,010	$9,848	47				
209 HEAD TELLER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$13,347	$12,150	$15,344	$13,422	2				
$40 TO $49 MILLION	7	$11,426	$8,963	$13,335	$11,284	2				
$50 TO $99 MILLION	30	$11,373	$10,271	$14,293	$11,700	2				
$100 TO $249 MILLION	52	$12,705	$10,408	$15,646	$12,000	5				
$250 TO $499 MILLION	18	$12,725	$10,574	$15,560	$12,500	12				
$500 TO $999 MILLION	15	$13,067	$10,860	$16,102	$13,150	16				
$1 BILLION AND OVER	15	$14,161	$11,736	$18,204	$14,540	42				
ALL BANKS	146	$12,731	$10,636	$15,667	$12,468	10				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$37,479	$27,640	$40,918	$38,000	1	44	11	5	8
$100 TO $249 MILLION	38	$40,983	$30,013	$50,026	$41,400	1	44	9	4	7
$250 TO $499 MILLION	15	$50,272	$32,721	$50,665	$44,000	1	45	17	7	12
$500 TO $999 MILLION	15	$42,858	$31,761	$51,821	$42,000	2	41	9	3	5
$1 BILLION AND OVER	16	$39,458	$30,253	$47,838	$40,400	6	38	9	3	5
ALL BANKS	102	$41,743	$30,513	$48,990	$39,420	2	43	11	5	7

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$25,786	$19,487	$28,030	$25,000	2	43	8	5	5
$100 TO $249 MILLION	39	$26,810	$20,646	$32,868	$25,376	2	37	8	4	4
$250 TO $499 MILLION	15	$27,976	$20,691	$33,432	$24,000	1	40	10	3	5
$500 TO $999 MILLION	12	$28,764	$24,529	$38,997	$30,000	4	36	7	2	2
$1 BILLION AND OVER	16	$27,245	$22,689	$35,536	$27,352	8	32	4	2	4
ALL BANKS	102	$26,912	$21,240	$33,403	$26,300	3	37	8	3	4
303 SR CONSUMER LOAN OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$30,215	$20,513	$31,490	$27,840	2	47	14	8	4
$100 TO $249 MILLION	27	$30,859	$22,196	$36,618	$31,500	1	43	11	4	8
$250 TO $499 MILLION	5	$41,574 •	$25,250	$35,000	$30,500	1	45	18	6	23
$500 TO $999 MILLION	12	$30,475	$24,798	$38,398	$31,000	2	43	11	5	9
$1 BILLION AND OVER	12	$32,632	$27,845	$43,243	$27,920	4	40	12	4	25
ALL BANKS	69	$31,368	$24,154	$37,891	$30,180	2	43	12	5	10
304 CONSUMER LOAN OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	19	$19,447	$15,728	$21,986	$18,190	2	37	11	4	3
$100 TO $249 MILLION	33	$20,849	$15,795	$27,720	$20,000	2	40	12	6	5
$250 TO $499 MILLION	9	$22,341	$16,165	$24,567	$21,367	2	47	13	3	5
$500 TO $999 MILLION	10	$20,356	$16,996	$25,586	$20,500	3	38	9	3	10
$1 BILLION AND OVER	13	$23,178	$18,981	$29,541	$22,672	6	38	11	3	9
ALL BANKS	91	$20,635	$16,619	$25,937	$20,096	3	40	12	5	5
305 SR MORTGAGE LOAN OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$32,772 •	$24,022	$31,227	$29,000	2	48	21	7	3
$100 TO $249 MILLION	14	$35,481	$27,025	$45,613	$38,000	1	46	18	6	5
$250 TO $499 MILLION	7	$31,455	$24,623	$36,433	$28,000	1	49	18	6	5
$500 TO $999 MILLION	7	$30,566	$25,770	$41,894	$27,286	1	43	10	5	7
$1 BILLION AND OVER	8	$35,439	$31,854	$48,749	$30,015 •	2	40	10	3	5
ALL BANKS	44	$33,374	$27,124	$42,144	$30,000	1	46	16	6	5

• A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$22,652	$20,482	$27,785	$21,600	1	40	11	5	3
$100 TO $249 MILLION	24	$23,468	$18,583	$29,742	$23,976	1	41	14	4	2
$250 TO $499 MILLION	14	$20,667	$16,513	$25,161	$20,268	1	45	18	7	3
$500 TO $999 MILLION	12	$21,739	$17,234	$27,896	$21,614	2	40	10	2	7
$1 BILLION AND OVER	10	$25,687	$21,848	$34,206	$25,000	3	37	10	2	5
ALL BANKS	70	$22,956	$18,583	$28,941	$22,500	1	41	13	4	3
307 TRUST ACCOUNT ADMINISTRATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$17,307			$13,000	2	40	8	5	2
$100 TO $249 MILLION	14	$24,366	$17,960	$29,509	$21,009	1	44	13	5	4
$250 TO $499 MILLION	11	$25,250	$19,138	$30,163	$24,200	2	43	14	5	6
$500 TO $999 MILLION	10	$36,490	$29,204	$45,306	$38,300	2	43	9	4	8
$1 BILLION AND OVER	6	$31,842	$26,252	$40,153	$29,500	6	42	12	2	10
ALL BANKS	48	$27,174	$22,093	$34,133	$25,500	2	42	11	5	6
308 CORPORATE TRUST OFFICER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$30,730 *	$19,137	$30,263	$29,000	1	47	14	9	5
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	9	$29,793	$26,040	$38,656	$28,666	1	43	14	5	5
$1 BILLION AND OVER	7	$31,758	$26,349	$41,097	$36,025	3	40	13	2	2
ALL BANKS	29	$30,213	$24,044	$36,638	$29,000	2	43	13	5	6
309 PERSONAL TRUST OFFICER										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	12	$23,606	$17,246	$26,331	$22,600	1	40	11	6	3
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	10	$28,341	$22,098	$35,911	$26,520	3	45	18	8	3
$1 BILLION AND OVER	11	$27,374	$22,109	$35,550	$27,200	4	40	8	2	2
ALL BANKS	38	$26,016	$20,244	$32,860	$25,000	2	42	11	5	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$40,784	$30,895	$51,565	$45,370	1	36	3	3	1
$1 BILLION AND OVER	11	$36,492	$28,163	$43,556	$35,000	2	34	3	2	5
ALL BANKS	22	$40,747	$31,778	$50,718	$39,200	2	35	3	3	3
311 INTERNAL AUDITOR										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	19	$17,723	$16,128	$22,472	$17,000	1	35	8	3	1
$100 TO $249 MILLION	44	$22,471	$16,294	$25,650	$21,600	1	38	8	4	6
$250 TO $499 MILLION	17	$21,572	$18,688	$29,873	$20,000	2	35	10	4	3
$500 TO $999 MILLION	14	$22,960	$17,728	$27,433	$21,320	2	39	9	6	5
$1 BILLION AND OVER	13	$22,694	$19,653	$29,611	$21,348	6	31	5	3	7
ALL BANKS	110	$21,459	$17,502	$26,912	$20,306	2	36	8	4	5
312 LOAN REVIEW OFFICER										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$20,038	$15,828	$22,718	$21,500	1	35	3	2	4
$100 TO $249 MILLION	10	$25,644	$24,006	$35,931	$21,084 *	1	42	12	2	5
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	15	$32,800	$24,427	$41,356	$34,500	1	42	12	3	3
$1 BILLION AND OVER	13	$33,512	$26,258	$41,003	$33,533	2	38	8	3	6
ALL BANKS	52	$28,597	$23,367	$36,590	$25,430	1	40	9	3	4
313 BUSINESS DEVELOPMENT OFFICER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	13	$30,514	$23,936	$39,208	$31,000	2	45	7	2	2
$250 TO $499 MILLION	12	$27,517	$18,624	$28,535	$24,810	2	40	6	2	1
$500 TO $999 MILLION	8	$26,701	$19,842	$31,655	$25,750	2	44	15	4	
$1 BILLION AND OVER	9	$34,162	$27,307	$43,097	$31,938	5	44	11	3	4
ALL BANKS	45	$29,543	$22,737	$36,526	$28,350	2	42	8	3	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$27,183 *	$16,889	$25,768	$22,440	1	35	7	3	8
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	9	$31,387	$24,807	$38,131	$30,300	5	35	4	2	4
ALL BANKS	27	$28,195	$20,330	$32,515	$28,955	3	35	6	3	6
315 SR COMPUTER PROGRAMMER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$23,009	$17,869	$27,896	$23,000	1	33	9	6	9
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$25,038	$20,425	$33,609	$26,120	2	32	5	2	8
$1 BILLION AND OVER	14	$25,100	$20,575	$32,302	$24,900	14	33	4	2	
ALL BANKS	32	$24,753	$19,553	$31,057	$25,480	7	33	6	3	6
316 COMPUTER PROGRAMMER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$15,033	$11,338	$19,183	$15,080	1	28	6	5	
$100 TO $249 MILLION	14	$15,511	$12,679	$19,586	$15,000	2	30	5	3	2
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$19,431	$15,825	$25,938	$18,468	5	29	5	2	
$1 BILLION AND OVER	15	$19,769	$16,760	$26,285	$21,000	7	29	3	1	2
ALL BANKS	45	$17,589	$14,672	$23,399	$18,000	4	30	4	3	2
317 SR COMPUTER OPERATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$14,155	$10,979	$15,769	$13,785	2	40	11	4	4
$100 TO $249 MILLION	23	$14,986	$11,716	$17,947	$14,400	1	32	9	5	3
$250 TO $499 MILLION	7	$16,340	$10,997	$17,617	$16,000	2	31	5	3	3
$500 TO $999 MILLION	7	$16,490	$14,341	$20,806	$15,500	4	33	6	3	4
$1 BILLION AND OVER	13	$17,659	$15,084	$23,163	$18,071	13	32	6	3	4
ALL BANKS	58	$15,744	$12,799	$19,647	$15,500	4	33	8	4	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$10,672	$8,707	$12,522	$10,316	2	30	5	3	
$100 TO $249 MILLION	36	$11,487	$9,980	$14,731	$11,180	2	26	4	3	1
$250 TO $499 MILLION	11	$12,953	$9,970	$14,808	$13,180	3	29	4	3	2
$500 TO $999 MILLION	7	$13,406	$11,874	$16,855	$12,698	3	27	3	2	
$1 BILLION AND OVER	16	$15,013	$12,451	$19,115	$14,020	13	29	5	2	
ALL BANKS	89	$12,389	$10,551	$15,618	$12,133	4	27	4	3	2
319 STAFF APPRAISER										
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	10	$25,666	$18,992	$30,514	$25,012	1	51	18	7	2
ALL BANKS	19	$24,197	$18,405	$29,775	$25,000	1	47	13	5	2
320 CONSUMER LOAN COLLECTOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	20	$13,728	$11,450	$17,513	$14,000	1	38	5	3	
$100 TO $249 MILLION	39	$13,951	$10,947	$16,633	$12,933	2	38	5	4	2
$250 TO $499 MILLION	14	$14,371	$10,909	$15,860	$12,000	3	35	6	3	1
$500 TO $999 MILLION	15	$13,514	$10,798	$17,679	$13,295	5	32	6	4	4
$1 BILLION AND OVER	13	$14,848	$12,670	$19,823	$14,201	9	33	4	2	11
ALL BANKS	102	$14,008	$11,286	$17,389	$13,295	3	36	5	3	4
321 PERSONNEL ASSISTANT										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	23	$14,517	$11,620	$17,015	$15,000	1	31	7	3	
$250 TO $499 MILLION	9	$16,078	$13,229	$20,101	$17,800	1	33	4	2	3
$500 TO $999 MILLION	9	$17,641	$13,242	$21,885	$16,536	1	32	6	4	2
$1 BILLION AND OVER	6	$18,413	$15,029	$23,714	$18,720	3	35	8	3	2
ALL BANKS	51	$15,833	$12,598	$19,523	$16,300	1	33	6	3	2

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	6	$17,498	$12,942	$26,093	$16,536	1	39	6	2	
$1 BILLION AND OVER	13	$18,349	$15,385	$23,667	$17,902	2	35	6	2	1
ALL BANKS	25	$18,138	$14,767	$24,166	$17,500	1	37	7	3	1
323 ASST BRANCH MANAGER (LARGE +31)										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	7	$24,247	$20,274	$32,222	$25,031	9	40	16	3	31
ALL BANKS	15	$21,755	$17,979	$27,819	$22,805	5	39	15	3	28
324 ASST BRANCH MGR (MEDIUM 10-30)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$15,564	$13,009	$16,901	$14,820	1	36	8	4	14
$100 TO $249 MILLION	17	$16,809	$13,732	$21,645	$15,080	2	36	10	4	14
$250 TO $499 MILLION	15	$17,935	$14,958	$23,754	$18,800	4	40	13	5	22
$500 TO $999 MILLION	17	$18,627	$15,383	$24,404	$18,500	7	42	14	4	15
$1 BILLION AND OVER	12	$20,810	$17,239	$26,661	$21,432	19	39	13	5	14
ALL BANKS	70	$18,101	$15,193	$23,614	$17,713	7	39	12	4	16
325 ASST BRANCH MANAGER (SMALL -10)										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$15,065	$12,272	$17,573	$14,000	2	40	9	4	9
$100 TO $249 MILLION	38	$15,560	$13,020	$19,931	$15,338	3	39	10	5	6
$250 TO $499 MILLION	14	$16,736	$14,272	$21,671	$16,078	4	44	14	3	7
$500 TO $939 MILLION	15	$16,467	$13,492	$20,732	$16,381	5	40	11	3	6
$1 BILLION AND OVER	10	$18,257	$15,094	$23,793	$17,700	16	35	8	3	7
ALL BANKS	94	$16,062	$13,454	$20,457	$15,900	5	40	11	4	7

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
326 ACCOUNTANT										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	13	$18,836	$15,137	$21,765	$18,000	1	32	8	3	2
$250 TO $499 MILLION	8	$22,120	$18,863	$30,000	$20,703	1	31	4	3	4
$500 TO $999 MILLION	10	$22,985	$17,610	$26,729	$19,620	1	32	7	3	5
$1 BILLION AND OVER	10	$21,656	$17,711	$27,202	$20,956	6	37	8	5	3
ALL BANKS	47	$20,882	$16,443	$25,244	$19,500	2	34	8	3	3
327 OFFICER TRAINEE (B.A.)										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$12,558	$11,253	$16,770	$12,500	1	25	1	1	
$100 TO $249 MILLION	10	$14,090	$11,100	$17,459	$12,500	2	28	4	1	
$250 TO $499 MILLION	6	$13,978	$10,236	$14,938	$13,000	4	26	2	1	
$500 TO $999 MILLION	8	$14,407	$13,352	$20,354	$13,310 *	5	24	1	1	
$1 BILLION AND OVER	8	$14,888	$13,392	$20,902	$14,688	7	25	2	1	
ALL BANKS	40	$14,108	$12,221	$18,670	$13,699	5	25	2	1	
328 OFFICER TRAINEE (M.A.)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
329 ADVERTISING OFFICER										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$20,873	$17,037	$26,738	$16,500 *	1	37	9	2	1
$250 TO $499 MILLION	5	$22,058	$17,263	$30,283	$21,400	1	45	10	6	1
$500 TO $999 MILLION	10	$24,654	$20,084	$29,561	$21,200	1	36	7	2	2
$1 BILLION AND OVER	11	$30,180	$25,859	$39,100	$27,519	1	33	4	2	3
ALL BANKS	35	$24,742	$20,651	$31,817	$22,100	1	36	7	2	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	15	$20,920	$16,993	$27,579	$17,380	2	43	12	4	7
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	32	$20,534	$16,638	$27,214	$17,000	2	43	14	3	5
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$51,509 *	$32,268	$42,890	$42,500	1	67	29	22	19
$40 TO $49 MILLION	7	$48,307	$36,400	$65,500	$51,500	1	54	19	10	35
$50 TO $99 MILLION	31	$59,039	$51,853	$70,945	$57,900	1	52	20	10	42
$100 TO $249 MILLION	54	$78,932	$61,127	$95,794	$79,000	1	52	18	8	60
$250 TO $499 MILLION	18	$112,908	$72,716	$118,992	$105,000	1	53	18	7	204
$500 TO $999 MILLION	18	$118,089	$89,414	$147,959	$110,305	1	55	24	7	295
$1 BILLION AND OVER	14	$209,037	$176,859	$284,305	$180,000	1	54	20	4	805
ALL BANKS	151	$92,380	$78,324	$124,231	$80,000	1	53	20	9	155
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$43,075	$35,580	$54,794	$43,500	1	45	10	6	28
$100 TO $249 MILLION	32	$56,321	$39,617	$65,220	$52,000	1	48	15	5	54
$250 TO $499 MILLION	12	$74,342	$45,471	$78,125	$66,500	1	53	22	5	183
$500 TO $999 MILLION	11	$83,958	$59,229	$96,483	$77,792	1	45	11	3	261
$1 BILLION AND OVER	12	$149,333	$134,714	$210,644	$150,000	1	51	18	4	307
ALL BANKS	89	$70,854	$52,660	$89,275	$58,500	1	48	16	5	117
403 CHIEF FINANCIAL OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$40,163	$37,672	$49,635	$37,800	2	44	14	6	7
$100 TO $249 MILLION	24	$43,459	$32,346	$51,476	$41,500	1	43	12	5	12
$250 TO $499 MILLION	11	$57,967	$36,725	$61,925	$50,500	1	43	9	4	23
$500 TO $999 MILLION	14	$55,686	$44,065	$74,259	$50,000	1	44	11	5	37
$1 BILLION AND OVER	11	$82,061	$67,571	$104,176	$75,000	1	44	12	7	70
ALL BANKS	72	$53,158	$42,973	$68,035	$48,400	1	44	12	5	26

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$31,314	$23,858	$36,262	$31,000	2	48	18	7	14
$100 TO $249 MILLION	38	$39,213	$27,272	$44,353	$38,000	1	43	14	6	32
$250 TO $499 MILLION	11	$39,873	$31,355	$48,874	$42,302	1	45	18	4	59
$500 TO $999 MILLION	17	$48,992	$36,062	$57,746	$47,000	1	43	14	3	88
$1 BILLION AND OVER	13	$67,550	$52,883	$85,825	$69,000	1	45	15	4	257
ALL BANKS	98	$43,210	$32,643	$53,030	$39,000	1	44	15	5	66
405 OPERATIONS OFFICER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	21	$20,836	$18,954	$27,189	$20,350	1	42	15	4	10
$100 TO $249 MILLION	36	$24,067	$18,208	$30,926	$22,000	1	39	12	5	16
$250 TO $499 MILLION	15	$30,132	$22,015	$35,846	$26,676	1	42	15	4	37
$500 TO $999 MILLION	13	$31,345	$26,104	$42,237	$29,500	3	41	16	4	41
$1 BILLION AND OVER	13	$43,362	$33,367	$50,872	$43,800	2	42	16	4	100
ALL BANKS	108	$27,453	$22,142	$35,205	$23,800	1	41	14	4	29
406 PERSONNEL OFFICER/DIRECTOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	20	$21,543	$19,132	$27,645	$19,404	1	41	12	4	10
$100 TO $249 MILLION	39	$27,338	$22,083	$34,886	$25,000	1	44	11	5	5
$250 TO $499 MILLION	16	$32,146	$26,628	$43,184	$30,000	1	46	14	8	4
$500 TO $999 MILLION	19	$43,858	$35,533	$56,847	$40,500	1	46	16	7	8
$1 BILLION AND OVER	14	$59,259	$54,516	$84,079	$51,600 *	1	46	14	4	25
ALL BANKS	109	$34,030	$30,029	$47,194	$29,814 *	1	44	13	5	9
407 MARKETING OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$22,833	$19,307	$26,165	$20,000	1	36	12	5	4
$100 TO $249 MILLION	27	$27,078	$20,344	$32,363	$26,700	1	40	9	4	2
$250 TO $499 MILLION	14	$37,669	$29,842	$47,180	$36,500	1	49	15	6	5
$500 TO $999 MILLION	16	$41,285	$29,108	$52,495	$36,000	1	42	9	5	4
$1 BILLION AND OVER	12	$53,924	$44,282	$70,197	$48,000	1	40	11	4	9
ALL BANKS	86	$34,482	$26,884	$43,401	$32,500	1	41	11	5	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
408 CONTROLLER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$28,765	$22,417	$31,540	$28,000	1	39	9	5	4
$100 TO $249 MILLION	32	$34,500	$23,249	$37,953	$33,622	1	43	13	6	7
$250 TO $499 MILLION	12	$36,717	$27,461	$42,027	$33,000	1	39	14	4	13
$500 TO $999 MILLION	14	$39,976	$33,345	$51,728	$36,500	1	37	11	5	15
$1 BILLION AND OVER	12	$59,661	$50,141	$90,076	$51,110	1	41	11	5	27
ALL BANKS	89	$38,121	$29,672	$46,644	$34,892	1	40	11	5	10
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$16,542	$13,701	$20,777	$16,000	1	41	14	3	4
$100 TO $249 MILLION	20	$20,593	$14,795	$24,242	$19,000	1	36	11	4	3
$250 TO $499 MILLION	8	$25,136	$19,383	$31,850	$24,284	1	41	14	8	4
$500 TO $999 MILLION	9	$29,066	$20,093	$35,640	$28,100	1	32	8	2	8
$1 BILLION AND OVER	14	$36,917	$29,782	$46,926	$33,000	1	41	11	4	13
ALL BANKS	62	$25,448	$20,441	$33,010	$23,322	1	38	11	4	7
410 BRANCH ADMINISTRATION OFFICER										
$50 TO $99 MILLION	5	$29,890	$24,889	$38,196	$31,400	1	39	15	2	32
$100 TO $249 MILLION	30	$34,805	$26,288	$40,905	$33,000	1	44	12	3	39
$250 TO $499 MILLION	14	$42,468	$32,497	$51,579	$42,800	1	46	20	5	101
$500 TO $999 MILLION	14	$48,873	$36,752	$57,376	$43,466	1	50	13	6	136
$1 BILLION AND OVER	14	$48,745	$37,829	$62,145	$50,000	2	42	17	4	350
ALL BANKS	77	$40,971	$32,125	$50,889	$39,520	1	45	15	4	120
411 BRANCH MANAGER (LARGE +31)										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	6	$30,439	$24,452	$36,893	$29,100	3	41	16	5	36
$1 BILLION AND OVER	10	$34,967	$28,701	$44,093	$32,800	7	42	20	6	31
ALL BANKS	21	$31,932	$26,150	$39,204	$31,500	5	43	18	6	30

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$22,479	$18,003	$25,503	$21,800	2	41	11	6	12
$100 TO $249 MILLION	30	$25,059	$19,512	$29,879	$24,000	2	42	12	5	17
$250 TO $499 MILLION	17	$27,261	$20,395	$33,037	$25,600	5	44	17	7	25
$500 TO $999 MILLION	17	$25,215	$20,557	$32,020	$25,520	8	42	15	6	18
$1 BILLION AND OVER	14	$28,480	$23,136	$35,619	$27,428	22	42	16	6	14
ALL BANKS	95	$25,449	$20,243	$31,376	$24,945	7	42	14	6	17
413 BRANCH MANAGER (SMALL -10)										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$14,943	$12,647	$20,776	$15,400	3	37	7	3	6
$50 TO $99 MILLION	28	$18,014	$15,631	$22,960	$17,643	3	40	9	4	8
$100 TO $249 MILLION	50	$21,284	$17,446	$27,698	$20,500	5	42	11	5	9
$250 TO $499 MILLION	17	$22,565	$17,950	$28,967	$21,661	7	43	14	5	13
$500 TO $999 MILLION	16	$21,339	$17,425	$27,129	$21,400	10	40	12	4	9
$1 BILLION AND OVER	14	$23,864	$19,792	$30,313	$22,700	17	40	13	4	8
ALL BANKS	131	$20,736	$17,352	$26,976	$20,280	7	41	11	5	9
414 DATA PROCESSING DIRECTOR										
$50 TO $99 MILLION	11	$25,095	$22,164	$30,103	$25,700	1	35	10	5	5
$100 TO $249 MILLION	22	$32,981	$23,641	$36,981	$31,800	1	39	11	6	11
$250 TO $499 MILLION	8	$35,956	$24,611	$38,358	$32,700	1	41	10	3	15
$500 TO $999 MILLION	8	$43,232	$36,493	$58,281	$41,977	1	44	15	7	29
$1 BILLION AND OVER	14	$71,403	$60,175	$95,490	$60,000 *	1	45	10	5	97
ALL BANKS	63	$41,822	$34,929	$53,283	$35,000	1	40	11	5	29
415 COMPUTER CENTER MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$22,570	$16,506	$26,746	$22,250	1	34	10	4	5
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	14	$38,854	$30,784	$47,764	$34,800	2	41	15	4	40
ALL BANKS	33	$32,648	$27,727	$42,669	$31,700	1	40	12	4	19

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$27,123	$17,616	$28,814	$23,200	1	33	11	2	8
$250 TO $499 MILLION	5	$31,348	$19,950	$33,950	$26,440	1	39	7	3	7
$500 TO $999 MILLION	5	$36,511	$24,782	$54,154	$35,847	2	40	15	5	19
$1 BILLION AND OVER	13	$45,423	$35,351	$54,840	$44,500	5	41	8	4	29
ALL BANKS	32	$36,706	$27,673	$46,452	$36,200	3	38	10	3	18
417 DP OPERATIONS SUPERVISOR										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$16,794	$12,144	$18,320	$16,000	1	36	10	4	4
$100 TO $249 MILLION	13	$17,124	$13,657	$21,940	$16,660	1	33	8	3	5
$250 TO $499 MILLION	5	$19,898	$18,205	$25,115	$19,964	1	33	8	4	7
$500 TO $999 MILLION	5	$25,874	$22,786	$34,961	$26,733	1	30	8	3	8
$1 BILLION AND OVER	13	$28,552	$23,056	$37,085	$28,121	3	35	13	4	24
ALL BANKS	45	$21,489	$17,790	$27,616	$19,964	2	34	10	3	10
418 PURCHASING MANAGER										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	22	$17,548	$12,801	$18,904	$16,900	1	47	9	3	3
$250 TO $499 MILLION	14	$24,020	$19,315	$30,032	$23,960	1	52	18	7	5
$500 TO $999 MILLION	18	$23,952	$18,195	$28,077	$21,528	1	43	15	4	6
$1 BILLION AND OVER	14	$32,195	$25,814	$40,562	$31,000	1	50	16	8	14
ALL BANKS	70	$23,433	$18,854	$29,322	$23,000	1	48	15	5	7
419 COMMERCIAL CREDIT DEPT MANAGER										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	13	$23,446	$17,614	$28,662	$22,860	1	38	8	3	6
$250 TO $499 MILLION	11	$24,994	$20,659	$30,743	$24,440	1	36	11	4	4
$500 TO $999 MILLION	10	$28,769	$19,728	$32,063	$27,000	1	37	8	3	6
$1 BILLION AND OVER	12	$44,137	$34,787	$54,165	$37,500	1	44	8	3	17
ALL BANKS	48	$29,839	$23,531	$37,045	$25,800	1	38	8	3	8

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$26,392	$21,573	$31,992	$27,300	1	43	11	5	5
$100 TO $249 MILLION	22	$29,778	$23,423	$37,424	$29,500	1	43	12	6	9
$250 TO $499 MILLION	12	$32,445	$24,722	$41,879	$30,300	1	38	11	4	13
$500 TO $999 MILLION	14	$38,743	$30,225	$47,615	$41,136	1	45	14	7	22
$1 BILLION AND OVER	15	$46,647	$39,390	$59,630	$43,000	1	46	11	3	41
ALL BANKS	74	$34,860	$28,565	$45,366	$34,000	1	43	12	5	16
421 MORTGAGE LOAN DEPT MANAGER										
$50 TO $99 MILLION	5	$29,423	$23,049	$35,674	$29,113	1	44	17	8	3
$100 TO $249 MILLION	14	$31,335	$23,949	$37,430	$30,000	1	50	17	7	3
$250 TO $499 MILLION	7	$40,923	$29,057	$48,585	$40,000	1	52	18	7	8
$500 TO $999 MILLION	12	$38,910	$29,993	$50,025	$36,300	1	45	10	3	10
$1 BILLION AND OVER	13	$53,408	$40,629	$66,449	$50,000	1	46	17	6	17
ALL BANKS	51	$39,872	$31,263	$51,081	$35,554	1	47	15	6	9
422 COMMERCIAL LOAN DEPT MANAGER										
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	19	$34,012	$26,385	$42,312	$35,300	1	41	12	5	6
$250 TO $499 MILLION	10	$48,039	$35,984	$49,534	$40,000	1	44	14	4	17
$500 TO $999 MILLION	11	$43,264	$32,956	$55,214	$41,420	1	38	5	2	16
$1 BILLION AND OVER	12	$77,694	$62,437	$101,765	$70,000	2	44	13	4	26
ALL BANKS	56	$47,241	$37,393	$59,651	$42,000	1	42	11	4	14
423 SR TRUST OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$32,834	$29,343	$37,866	$29,800	1	50	18	9	3
$100 TO $249 MILLION	27	$38,938	$29,715	$46,911	$37,094	1	46	10	6	6
$250 TO $499 MILLION	13	$48,732	$35,703	$58,752	$47,500	1	46	16	8	11
$500 TO $999 MILLION	13	$55,456	$43,999	$71,904	$54,540	1	47	13	6	48
$1 BILLION AND OVER	11	$57,809	$48,937	$74,518	$57,564	1	48	17	5	85
ALL BANKS	79	$44,055	$36,935	$58,512	$44,100	1	48	15	7	22

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	18	$22,949	$16,419	$23,625	$21,700	1	34	9	4	4
$250 TO $499 MILLION	10	$21,585	$17,882	$28,157	$19,500	1	40	9	4	7
$500 TO $999 MILLION	11	$28,479	$22,917	$35,950	$28,700	1	43	10	4	9
$1 BILLION AND OVER	10	$42,634	$32,381	$50,227	$42,000	1	45	16	4	34
ALL BANKS	53	$27,452	$22,379	$33,568	$25,008	1	39	11	4	11
425 TELEPHONE SUPERVISOR										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	7	$20,252	$14,937	$23,486	$17,600	1	53	27	8	3
ALL BANKS	13	$16,806	$13,117	$20,741	$15,408	1	48	18	5	2
426 COMPENSATION & BENEFITS MGR										
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	7	$22,364	$17,728	$28,451	$21,736	1	33	8	2	3
$1 BILLION AND OVER	8	$31,340	$26,005	$39,661	$28,212	1	38	14	4	6
ALL BANKS	21	$25,279	$21,101	$32,484	$25,500	1	38	13	4	4
427 PAYROLL SUPERVISOR										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$16,735 *	$9,904	$16,386	$14,136	1	45	15	5	38
$250 TO $499 MILLION	5	$17,288	$12,388	$22,430	$16,852	1	35	6	5	2
$500 TO $999 MILLION	8	$18,806	$14,304	$23,371	$17,200	1	46	16	4	2
$1 BILLION AND OVER	11	$21,919	$18,565	$28,598	$19,604	1	40	12	4	3
ALL BANKS	33	$18,951	$15,186	$23,996	$17,489	1	42	12	4	7

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	20	$27,061	$22,131	$34,649	$25,076	1	37	8	4	2
$250 TO $499 MILLION	14	$32,514	$24,318	$38,313	$32,000	1	44	12	6	5
$500 TO $999 MILLION	14	$39,635	$32,850	$50,703	$34,026	1	41	14	5	6
$1 BILLION AND OVER	14	$50,563	$45,633	$68,893	$45,864	1	41	11	4	16
ALL BANKS	64	$35,870	$31,097	$47,860	$33,500	1	40	11	5	6
429 SECURITY MANAGER										
$100 TO $249 MILLION	9	$28,224 •	$16,543	$27,065	$26,256	1	49	20	5	15
$250 TO $499 MILLION	7	$31,228 •	$18,656	$29,306	$30,000 •	1	51	20	4	11
$500 TO $999 MILLION	12	$26,607	$21,036	$31,767	$26,078	1	50	10	6	7
$1 BILLION AND OVER	13	$32,094	$26,163	$40,438	$30,004	1	50	13	3	11
ALL BANKS	41	$29,491	$21,959	$33,774	$28,080	1	50	15	5	10
430 CONSUMER LOAN COLLECTION MGR										
$50 TO $99 MILLION	5	$17,174 •	$11,059	$15,309	$18,000 •	1	38	2	2	2
$100 TO $249 MILLION	23	$19,820	$14,723	$22,536	$18,590	1	41	10	4	3
$250 TO $499 MILLION	8	$21,548 •	$13,666	$20,823	$17,400	1	45	8	3	5
$500 TO $999 MILLION	10	$21,579	$17,587	$27,108	$22,400	1	42	12	3	9
$1 BILLION AND OVER	12	$26,861	$22,076	$34,710	$25,418	1	41	8	3	23
ALL BANKS	58	$21,590	$16,905	$26,568	$21,300	1	42	9	3	8
431 TRAINING DIRECTOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$19,810	$12,987	$19,861	$16,550	1	40	7	3	11
$250 TO $499 MILLION	9	$20,707	$15,377	$23,144	$19,000	1	44	11	3	2
$500 TO $999 MILLION	13	$26,565	$22,739	$35,865	$22,000 •	1	39	7	2	6
$1 BILLION AND OVER	13	$33,729	$27,216	$41,531	$32,800	1	40	6	3	5
ALL BANKS	46	$26,658	$20,929	$32,133	$22,000	1	40	8	3	5

• A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION II RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER										
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	6	$22,865	$19,206	$31,688	$22,032	1	37	10	5	2
$1 BILLION AND OVER	13	$34,742	$25,895	$44,611	$34,060	1	39	8	3	11
ALL BANKS	23	$29,181	$22,894	$38,500	$25,668	1	38	9	4	7
433 SR BUSINESS DEVELOPMENT OFFICER										
$100 TO $249 MILLION	11	$42,608	$28,437	$49,933	$38,000	1	47	9	2	11
$250 TO $499 MILLION	6	$45,816 *	$27,061	$43,995	$41,500	1	55	14	5	6
$500 TO $999 MILLION	11	$40,070	$28,345	$49,407	$40,000	1	44	10	2	3
$1 BILLION AND OVER	7	$54,279	$41,233	$68,800	$49,133	1	47	9	4	7
ALL BANKS	35	$44,694	$31,258	$52,950	$41,871	1	48	10	3	7
434 SR INTERNATIONAL BANKING OFFICR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	9	$51,635	$40,318	$64,180	$46,500	1	41	11	5	18
ALL BANKS	15	$54,724	$42,007	$66,175	$49,500	1	44	10	4	14
435 SR INVESTMENT OFFICER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	12	$49,852	$35,627	$62,660	$44,200	1	46	12	5	19
$250 TO $499 MILLION	12	$46,642	$36,198	$58,656	$45,000	1	47	17	7	3
$500 TO $999 MILLION	12	$44,397	$31,321	$51,916	$43,980	1	42	13	5	5
$1 BILLION AND OVER	12	$66,243	$51,267	$84,689	$66,000	1	44	15	5	19
ALL BANKS	51	$51,355	$38,643	$62,715	$47,990	1	44	14	6	11
436 SR CORRESPONDENT BANKING OFFICR										
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$47,040	$36,379	$58,371	$45,000	3	41	13	3	4
ALL BANKS	7	$47,748	$36,379	$58,371	$45,117	3	39	13	3	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

Region III South Atlantic

Delaware
Maryland
Virginia
Washington, D.C.
West Virginia

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$8,291	$7,800	$9,300	$8,476	2				
$30 TO $39 MILLION	7	$9,542	$7,760	$10,550	$9,350	2				
$40 TO $49 MILLION	6	$9,165	$7,954	$9,982	$8,445	4				
$50 TO $99 MILLION	18	$8,632	$8,141	$10,840	$8,500	4				
$100 TO $249 MILLION	16	$8,789	$7,827	$11,434	$8,484	9				
$250 TO $499 MILLION	7	$8,840	$7,895	$11,239	$8,765	10				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$9,233	$8,142	$11,455	$8,949	36				
ALL BANKS	69	$8,918	$7,948	$11,013	$8,836	8				
102 GENERAL CLERK										
UNDER $20 MILLION	5	$13,938 *	$8,400	$10,800	$11,700 *	4				
$20 TO $29 MILLION	10	$9,657 *	$8,150	$9,500	$9,305	3				
$30 TO $39 MILLION	12	$10,435	$8,243	$11,762	$10,500	3				
$40 TO $49 MILLION	6	$11,290	$7,989	$11,840	$11,025	4				
$50 TO $99 MILLION	26	$9,661	$8,482	$12,243	$9,499	6				
$100 TO $249 MILLION	16	$9,755	$8,286	$11,920	$9,555	11				
$250 TO $499 MILLION	7	$10,540	$8,704	$13,186	$10,652	28				
$500 TO $999 MILLION	6	$9,402	$8,152	$12,659	$8,800	38				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	92	$10,289	$8,443	$12,274	$10,000	13				
103 CLERK TYPIST										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$10,162	$8,140	$11,773	$9,564	2				
$100 TO $249 MILLION	11	$9,669	$8,412	$12,804	$9,948	6				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	6	$9,757	$8,441	$12,348	$9,844	5				
$1 BILLION AND OVER	5	$10,280	$9,054	$13,363	$9,876	18				
ALL BANKS	38	$10,095	$8,620	$12,605	$9,948	6				
104 DATA ENTRY OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$10,177	$8,558	$12,117	$9,996	2				
$100 TO $249 MILLION	9	$10,592	$8,894	$12,435	$10,625	2				
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	6	$10,475	$8,669	$13,059	$10,630	6				
$1 BILLION AND OVER	6	$10,845	$9,150	$13,160	$10,384	13				
ALL BANKS	53	$10,245	$8,705	$12,393	$10,200	4				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
105 MAIL CLERK										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$8,460	$7,694	$10,160	$8,570	1				
$100 TO $249 MILLION	17	$9,306	$7,711	$11,255	$9,060	2				
$250 TO $499 MILLION	8	$9,404	$8,093	$11,064	$8,820	2				
$500 TO $999 MILLION	7	$9,410	$7,627	$11,058	$8,450	3				
$1 BILLION AND OVER	6	$11,007 •	$8,313	$10,744	$10,380	4				
ALL BANKS	48	$9,368	$7,867	$10,957	$8,960	2				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	9	$12,749	$11,744	$14,186	$12,000	1				
$20 TO $29 MILLION	7	$11,406			$12,000	1				
$30 TO $39 MILLION	11	$12,778	$11,400	$13,583	$12,100	1				
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$12,670	$10,916	$14,154	$12,210	2				
$100 TO $249 MILLION	9	$14,527	$10,848	$17,370	$14,400	2				
$250 TO $499 MILLION	7	$12,970	$10,640	$15,385	$13,080	4				
$500 TO $999 MILLION	6	$12,819	$10,892	$16,147	$12,038	3				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	72	$12,943	$10,866	$14,997	$12,330	2				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	9	$10,566	$9,764	$11,484	$11,100	2				
$20 TO $29 MILLION	12	$10,529	$10,000	$14,000	$10,500	1				
$30 TO $39 MILLION	12	$10,895 •	$8,572	$10,720	$10,300	2				
$40 TO $49 MILLION	5	$10,698	$8,573	$11,560	$10,254	4				
$50 TO $99 MILLION	23	$10,130	$9,184	$12,656	$9,864	3				
$100 TO $249 MILLION	13	$11,028	$8,915	$13,331	$10,800	3				
$250 TO $499 MILLION	7	$11,060	$9,276	$13,925	$10,216	3				
$500 TO $999 MILLION	6	$10,789	$8,730	$12,784	$10,500	7				
$1 BILLION AND OVER	5	$12,215	$10,049	$15,161	$12,140	12				
ALL BANKS	92	$10,709	$9,143	$12,963	$10,500	3				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	9	$9,666	$8,400	$10,800	$9,152	1				
$20 TO $29 MILLION	17	$9,646 •	$8,107	$9,573	$9,256	1				
$30 TO $39 MILLION	16	$10,331	$8,287	$10,603	$10,244	1				
$40 TO $49 MILLION	8	$10,256	$8,805	$11,512	$10,080	2				
$50 TO $99 MILLION	27	$9,491	$8,825	$11,635	$9,333	2				
$100 TO $249 MILLION	20	$9,493	$8,146	$11,800	$9,384	5				
$250 TO $499 MILLION	8	$9,717	$7,705	$11,461	$9,617	6				
$500 TO $999 MILLION	7	$9,569	$8,436	$11,848	$9,565	10				
$1 BILLION AND OVER	5	$9,607	$7,920	$12,172	$9,287	45				
ALL BANKS	117	$9,720	$8,368	$11,531	$9,600	5				

• A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	12	$10,346	$9,092	$14,080	$9,780	1				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$13,372	$10,255	$15,810	$14,032	5				
ALL BANKS	27	$11,247	$9,420	$14,230	$10,920	2				
110 BOOKKEEPING MACHINE OPERATOR										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	12	$10,843	$9,689	$12,624	$10,080	2				
111 MAINTENANCE SERVICE WORKER										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$11,348	$9,065	$13,757	$11,336	2				
$100 TO $249 MILLION	12	$13,434 *	$8,228	$12,043	$10,608	1				
$250 TO $499 MILLION	6	$11,155	$8,751	$14,776	$11,580	2				
$500 TO $999 MILLION	6	$11,792	$9,060	$13,778	$10,500	2				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	39	$12,252	$8,937	$13,932	$11,336	2				
112 CUSTODIAN										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$10,408			$11,075	1				
$30 TO $39 MILLION	5	$7,920			$7,802	1				
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$8,801	$7,617	$10,753	$9,180	2				
$100 TO $249 MILLION	5	$8,540	$7,368	$11,392	$8,632	2				
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	41	$8,992	$7,921	$10,851	$8,840	4				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$8,796			$8,320	1				
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	21	$8,910	$8,023	$11,219	$8,528	1				
$100 TO $249 MILLION	12	$9,282	$7,488	$10,414	$8,788	3				
$250 TO $499 MILLION	7	$9,886	$8,158	$11,127	$9,310	2				
$500 TO $999 MILLION	7	$9,017	$7,704	$10,953	$8,600	6				
$1 BILLION AND OVER	5	$9,894	$7,949	$10,911	$10,014	17				
ALL BANKS	64	$9,250	$7,818	$10,702	$8,862	4				
114 SECURITY GUARD										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$9,556	$8,707	$11,220	$9,120	3				
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	22	$11,054	$8,782	$12,209	$11,340	3				
201 SAFE DEPOSIT CLERK										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	7	$9,853 *	$7,500	$8,500	$10,296 *	1				
$30 TO $39 MILLION	5	$11,220	$9,984	$13,000	$10,896	1				
$40 TO $49 MILLION	5	$10,914 *	$8,136	$9,800	$10,944 *	1				
$50 TO $99 MILLION	16	$10,012	$8,667	$12,098	$9,700	1				
$100 TO $249 MILLION	17	$10,731	$8,671	$12,817	$9,960	2				
$250 TO $499 MILLION	7	$9,779	$8,391	$12,091	$9,240	2				
$500 TO $999 MILLION	7	$11,539	$8,633	$12,658	$10,460	3				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	69	$10,482	$8,577	$12,404	$10,296	2				
202 RECEPTIONIST										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$10,015 *	$10,920	$12,667	$8,592 *	1				
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	33	$10,172	$9,188	$12,120	$9,600	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

203 NEW ACCOUNTS REPRESENTATIVE	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
UNDER $20 MILLION	11	$10,556	$9,110	$10,576	$10,680 *	2				
$20 TO $29 MILLION	11	$10,343 *	$9,510	$10,260	$10,080	2				
$30 TO $39 MILLION	14	$10,892	$10,053	$13,121	$10,300	2				
$40 TO $49 MILLION	8	$11,003	$9,458	$12,070	$10,592	2				
$50 TO $99 MILLION	26	$10,831	$9,257	$13,330	$10,862	5				
$100 TO $249 MILLION	17	$11,152	$9,022	$13,159	$10,984	10				
$250 TO $499 MILLION	8	$11,917	$9,844	$14,872	$11,690	18				
$500 TO $999 MILLION	7	$11,041	$9,608	$13,843	$10,895	22				
$1 BILLION AND OVER	6	$12,252	$9,938	$15,360	$12,325	100				
ALL BANKS	108	$10,997	$9,425	$13,386	$10,972	12				
204 TELEPHONE OPERATOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	7	$8,296			$7,900	1				
$30 TO $39 MILLION	8	$9,514	$8,060	$10,354	$9,464	1				
$40 TO $49 MILLION	8	$9,796	$8,878	$11,360	$9,048	1				
$50 TO $99 MILLION	25	$9,325	$8,338	$11,246	$9,360	1				
$100 TO $249 MILLION	19	$9,962	$8,222	$11,692	$9,780	1				
$250 TO $499 MILLION	7	$9,700	$8,111	$11,318	$9,672	2				
$500 TO $999 MILLION	7	$9,528	$8,199	$11,781	$9,600	3				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	87	$9,556	$8,258	$11,435	$9,464	2				
205 SECRETARY										
UNDER $20 MILLION	8	$11,327			$11,364	1				
$20 TO $29 MILLION	9	$10,199 *	$8,244	$10,000	$10,632 *	2				
$30 TO $39 MILLION	12	$11,337	$11,166	$13,776	$11,400	1				
$40 TO $49 MILLION	6	$11,737	$10,352	$12,924	$11,197	3				
$50 TO $99 MILLION	21	$11,388	$10,106	$14,137	$11,365	3				
$100 TO $249 MILLION	17	$10,908	$9,097	$13,625	$10,900	6				
$250 TO $499 MILLION	8	$11,619	$9,864	$14,378	$11,637	8				
$500 TO $999 MILLION	6	$11,831	$9,497	$14,484	$11,421	17				
$1 BILLION AND OVER	7	$13,103	$10,907	$16,108	$13,039	66				
ALL BANKS	94	$11,374	$9,836	$14,068	$11,400	9				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	5	$11,838			$11,700	1				
$20 TO $29 MILLION	11	$14,520	$12,000	$15,000	$14,000	1				
$30 TO $39 MILLION	9	$12,925	$11,525	$15,196	$11,960	1				
$40 TO $49 MILLION	7	$14,535	$11,965	$15,441	$15,000	1				
$50 TO $99 MILLION	23	$12,780	$11,383	$16,531	$12,022	2				
$100 TO $249 MILLION	19	$15,354	$11,008	$17,214	$15,271	2				
$250 TO $499 MILLION	7	$15,094	$11,824	$17,663	$14,851	8				
$500 TO $999 MILLION	7	$16,620	$12,136	$20,012	$17,808	7				
$1 BILLION AND OVER	7	$17,810	$13,057	$20,729	$17,669	13				
ALL BANKS	95	$14,414	$11,718	$17,347	$14,016	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
207 LEGAL SECRETARY										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	12	$14,240	$12,624	$17,685	$13,020	2				
208 UNIVERSAL TELLER										
UNDER $20 MILLION	16	$10,173 *	$7,944	$9,976	$9,600	4				
$20 TO $29 MILLION	17	$9,458	$7,605	$10,180	$9,500	8				
$30 TO $39 MILLION	16	$17,534 *	$7,868	$11,260	$9,567	10				
$40 TO $49 MILLION	9	$10,269	$8,351	$12,394	$9,884	15				
$50 TO $99 MILLION	27	$9,627	$8,287	$12,030	$9,432	19				
$100 TO $249 MILLION	18	$9,811	$8,360	$12,362	$9,800	34				
$250 TO $499 MILLION	8	$9,601	$8,385	$12,365	$9,610	45				
$500 TO $999 MILLION	6	$9,831	$8,699	$12,418	$9,800	97				
$1 BILLION AND OVER	5	$10,856	$9,013	$13,686	$10,671	350				
ALL BANKS	122	$10,845	$8,328	$12,100	$9,700	36				
209 HEAD TELLER										
UNDER $20 MILLION	14	$11,593	$10,800	$13,500	$11,113	2				
$20 TO $29 MILLION	16	$12,110 *	$9,650	$12,095	$10,920	1				
$30 TO $39 MILLION	14	$12,652	$11,899	$15,061	$12,220	1				
$40 TO $49 MILLION	8	$13,124	$10,039	$13,692	$12,688	2				
$50 TO $99 MILLION	30	$12,174	$10,558	$14,198	$11,853	3				
$100 TO $249 MILLION	20	$12,831	$10,100	$15,699	$12,054	5				
$250 TO $499 MILLION	7	$12,015	$10,272	$15,328	$11,645	9				
$500 TO $999 MILLION	7	$13,383	$10,907	$16,749	$11,500	14				
$1 BILLION AND OVER	6	$12,762	$10,688	$16,493	$12,620	50				
ALL BANKS	122	$12,413	$10,455	$14,953	$11,928	6				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	8	$30,600			$30,000	1	42	7	3	5
$30 TO $39 MILLION	7	$34,225	$30,200	$42,250	$30,278	1	47	11	5	8
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	18	$34,497	$27,885	$45,130	$33,000	1	40	9	4	6
$100 TO $249 MILLION	14	$39,139	$27,843	$44,705	$39,000	1	41	12	4	20
$250 TO $499 MILLION	8	$39,794	$33,292	$49,239	$37,500	2	44	15	11	15
$500 TO $999 MILLION	7	$40,175	$29,694	$61,309	$37,000	9	42	7	5	16
$1 BILLION AND OVER	5	$48,583 *	$26,536	$47,707	$40,723	20	38	10	6	42
ALL BANKS	75	$36,509	$28,841	$48,460	$35,000	3	42	10	5	11

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$22,873			$15,000	1	32	7	2	13
$40 TO $49 MILLION	6	$26,393	$24,996	$30,996	$27,540	1	39	8	5	3
$50 TO $99 MILLION	15	$23,693	$20,685	$29,594	$25,000	2	38	9	4	3
$100 TO $249 MILLION	17	$25,784	$18,521	$31,242	$25,375	3	38	10	4	5
$250 TO $499 MILLION	7	$23,278	$18,800	$29,431	$20,000	3	39	7	3	6
$500 TO $999 MILLION	7	$25,495	$18,483	$33,200	$25,500	6	33	3	2	3
$1 BILLION AND OVER	7	$26,555	$19,341	$28,524	$23,903	26	33	4	3	
ALL BANKS	71	$24,906	$19,557	$30,547	$25,000	5	36	7	3	4
303 SR CONSUMER LOAN OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$26,438			$27,700	1	39	11	4	5
$100 TO $249 MILLION	9	$30,855	$21,576	$37,800	$32,000	1	45	11	7	10
$250 TO $499 MILLION	7	$30,818	$24,585	$40,741	$29,300	1	48	13	9	60
$500 TO $999 MILLION	5	$28,820	$26,425	$57,450	$30,000	2	46	14	6	9
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	44	$28,018	$22,497	$40,747	$27,750	2	43	12	6	16
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	6	$20,373			$19,300	1	35	3	2	4
$20 TO $29 MILLION	7	$17,311	$14,000	$20,000	$16,700	1	39	5	4	3
$30 TO $39 MILLION	10	$18,259			$17,500	1	42	12	4	3
$40 TO $49 MILLION	5	$23,050			$22,000	2	44	15	6	2
$50 TO $99 MILLION	21	$19,485	$15,660	$24,234	$18,300	1	36	9	3	3
$100 TO $249 MILLION	13	$21,009	$17,113	$26,051	$19,479	4	38	9	4	5
$250 TO $499 MILLION	6	$18,319	$16,570	$27,428	$17,500	5	39	8	5	4
$500 TO $999 MILLION	7	$19,690	$15,743	$24,773	$19,008	8	45	9	4	2
$1 BILLION AND OVER	7	$19,286	$15,352	$23,086	$19,820	15	37	10	3	
ALL BANKS	82	$19,589	$16,384	$24,694	$18,700	4	39	9	4	3
305 SR MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	19	$35,340	$26,456	$36,532	$35,000	2	44	6	3	6

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$20,411	$14,900	$26,750	$22,000	1	40	13	3	2
$100 TO $249 MILLION	7	$23,519	$18,321	$29,281	$24,125	2	38	7	3	3
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	31	$21,601	$18,093	$27,780	$22,000	2	38	7	3	3
307 TRUST ACCOUNT ADMINISTRATOR										
$100 TO $249 MILLION	7	$20,701	$16,998	$27,760	$22,500	1	43	10	5	3
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$27,950	$22,007	$37,587	$25,000	2	45	13	5	5
308 CORPORATE TRUST OFFICER										
$100 TO $249 MILLION	5	$31,965	$31,650	$45,674	$31,000 *	1	47	9	6	3
$250 TO $499 MILLION	5	$31,280	$21,781	$33,647	$31,500	1	41	10	6	2
$500 TO $999 MILLION	5	$33,220	$27,282	$43,050	$35,600	1	43	5	5	4
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	18	$30,708	$24,568	$38,688	$28,600	2	43	8	5	3
309 PERSONAL TRUST OFFICER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$24,315	$19,027	$30,547	$24,725	1	45	11	6	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$26,016	$20,662	$32,350	$27,914	3	37	7	3	1
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	19	$23,911	$19,035	$30,963	$24,725	2	39	9	5	1

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	7	$41,486	$29,727	$53,365	$43,200	2	38	7	6	1
311 INTERNAL AUDITOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$14,887			$15,999	1	48	18	3	
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$18,514	$16,890	$25,127	$18,463	1	35	9	3	1
$100 TO $249 MILLION	17	$21,658	$17,077	$23,307	$20,200	1	37	8	5	2
$250 TO $499 MILLION	5	$20,922	$15,101	$22,107	$21,000	1	32	8	2	4
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$22,967	$17,530	$29,446	$24,000	10	31	6	1	
ALL BANKS	60	$19,884	$17,096	$24,958	$18,500	2	36	9	4	4
312 LOAN REVIEW OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$18,650 *	$19,050	$32,400	$18,200 *	1	36	7	1	3
$100 TO $249 MILLION	9	$24,484	$18,853	$25,999	$25,000	1	37	5	2	1
$250 TO $499 MILLION	6	$23,500	$18,724	$27,934	$21,000	1	37	12	4	1
$500 TO $999 MILLION	6	$27,069	$21,993	$36,908	$22,000	1	35	8	4	2
$1 BILLION AND OVER	7	$31,954	$26,053	$43,235	$27,740	2	38	11	5	10
ALL BANKS	41	$23,796	$21,298	$32,748	$21,180 *	1	36	8	3	3
313 BUSINESS DEVELOPMENT OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$22,838	$15,927	$25,822	$24,450	1	41	5	3	1
$250 TO $499 MILLION	5	$24,510 *	$15,719	$24,069	$21,500	1	46	10	2	1
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	24	$24,027	$17,481	$29,219	$24,450	2	44	8	3	1

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$30,385	$24,685	$37,598	$29,490	7	33	6	2	
ALL BANKS	14	$28,545	$22,322	$32,256	$29,490	4	34	5	3	3
315 SR COMPUTER PROGRAMMER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	7	$26,524	$19,977	$31,177	$25,988	11	32	4	1	
ALL BANKS	15	$24,959	$20,647	$29,332	$25,988	6	33	3	3	4
316 COMPUTER PROGRAMMER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$18,767	$16,660	$25,566	$17,615	7	25	2	1	
ALL BANKS	16	$18,376	$16,656	$25,447	$17,788	4	28	3	2	3
317 SR COMPUTER OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$13,750	$12,818	$18,165	$13,686	1	29	6	2	3
$100 TO $249 MILLION	5	$13,084	$12,192	$14,987	$13,350	1	31	4	3	2
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$17,424	$14,009	$22,137	$17,032	6	31	6	2	
ALL BANKS	24	$15,261	$13,742	$20,143	$15,900	2	33	6	3	3

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$11,924	$11,085	$15,455	$12,600	2	29	3	2	
$100 TO $249 MILLION	7	$11,262	$9,462	$14,007	$11,580	2	29	3	2	2
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	7	$13,171	$10,739	$16,791	$12,688	10	27	3	2	
ALL BANKS	34	$11,963	$10,477	$15,506	$12,115	4	28	3	2	2
319 STAFF APPRAISER										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	8	$16,417	$15,837	$30,000	$14,150 *	1	43	10	3	
320 CONSUMER LOAN COLLECTOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$13,138	$10,505	$14,875	$12,000	1	33	3	3	
$100 TO $249 MILLION	13	$12,925	$9,943	$15,847	$12,300	3	32	4	2	2
$250 TO $499 MILLION	6	$13,558	$10,339	$15,415	$13,665	5	37	4	3	
$500 TO $999 MILLION	6	$12,840	$10,907	$16,047	$13,200	6	30	2	2	
$1 BILLION AND OVER	6	$13,220	$11,331	$16,818	$13,084	21	31	4	2	
ALL BANKS	51	$13,215	$10,708	$15,799	$13,084	5	33	4	2	2
321 PERSONNEL ASSISTANT										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$13,064	$9,998	$14,391	$13,100	1	41	10	3	
$100 TO $249 MILLION	10	$13,554	$10,756	$15,421	$12,000	1	38	8	3	4
$250 TO $499 MILLION	5	$14,722	$12,600	$18,528	$14,600	2	36	9	3	2
$500 TO $999 MILLION	6	$17,813	$14,185	$22,284	$16,000	1	31	9	3	5
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	33	$14,390	$11,596	$17,188	$14,429	2	37	9	3	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$18,720	$15,653	$23,503	$18,100	2	35	7	1	2
ALL BANKS	12	$16,088	$13,816	$20,181	$16,950	2	35	5	1	2
323 ASST BRANCH MANAGER (LARGE +31)										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	13	$24,120	$19,637	$30,943	$20,600	2	41	11	3	20
324 ASST BRANCH MGR (MEDIUM 10-30)										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$16,917	$13,654	$23,520	$16,430	1	39	11	2	12
$100 TO $249 MILLION	13	$18,011	$13,304	$21,231	$19,500	3	35	9	5	10
$250 TO $499 MILLION	6	$21,701	$16,537	$24,326	$19,000	4	38	6	4	8
$500 TO $999 MILLION	7	$22,507	$19,180	$32,608	$20,050	5	38	7	3	11
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	39	$19,266	$15,637	$25,607	$19,000	4	37	9	4	10
325 ASST BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$15,791			$14,000	1	32	3	2	4
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$14,615	$12,683	$20,766	$14,380	1	39	10	5	4
$100 TO $249 MILLION	9	$15,260	$12,504	$17,469	$15,200	4	38	9	3	6
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$22,790	$17,650	$30,220	$19,900	2	38	10	5	8
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	42	$16,387	$14,112	$23,001	$15,600	5	38	10	4	5

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
326 ACCOUNTANT										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$20,078	$15,864	$23,844	$20,000	1	38	7	3	3
$250 TO $499 MILLION	6	$22,842	$19,319	$28,622	$20,000	1	40	5	3	3
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	24	$20,067	$16,645	$26,220	$20,000	2	35	5	3	4
327 OFFICER TRAINEE (B.A.)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$13,160	$12,657	$18,770	$13,500	2	25	2	1	
$100 TO $249 MILLION	10	$13,800	$11,436	$17,672	$13,500	3	25	1	1	
$250 TO $499 MILLION	6	$14,358	$13,456	$19,021	$14,000	3	26	2	1	
$500 TO $999 MILLION	5	$15,542	$12,400	$18,418	$15,850	4	23	1	1	
$1 BILLION AND OVER	6	$16,569	$13,549	$19,724	$15,920	28	25	1	1	
ALL BANKS	36	$14,705	$12,542	$18,473	$15,000	7	25	1	1	9
328 OFFICER TRAINEE (M.A.)										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	9	$16,713	$15,125	$24,332	$15,450	2	26	1	1	
329 ADVERTISING OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	14	$20,013	$16,463	$26,090	$19,500	1	41	9	4	1

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MEAN SALARY RANGE MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$16,462	$12,900	$20,500	$16,000	1	40	9	5	7
$100 TO $249 MILLION	8	$18,650	$13,318	$19,254	$16,848	1	47	19	5	4
$250 TO $499 MILLION	6	$19,125	$14,765	$22,327	$18,250	3	46	19	8	4
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
ALL BANKS	40	$17,935	$14,285	$21,467	$16,848	2	45	15	5	5
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	17	$45,278			$44,400	1	47	9	6	14
$20 TO $29 MILLION	17	$48,630			$47,500	1	47	11	8	22
$30 TO $39 MILLION	16	$52,100			$52,354	1	53	18	11	24
$40 TO $49 MILLION	9	$48,460			$50,000	1	43	10	5	33
$50 TO $99 MILLION	30	$68,577	$46,529	$79,738	$68,000	1	49	15	10	54
$100 TO $249 MILLION	19	$79,263	$48,850	$83,333	$80,000	1	52	18	10	120
$250 TO $499 MILLION	8	$98,175	$74,601	$99,000	$84,000	1	52	18	5	232
$500 TO $999 MILLION	6	$126,646			$132,000	1	54	15	10	499
$1 BILLION AND OVER	7	$203,631	$162,526	$262,326	$200,000	1	55	17	4	3,438
ALL BANKS	129	$72,870	$71,941	$102,545	$61,400 *	1	50	14	8	178
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$30,960			$27,900	1	38	8	5	12
$30 TO $39 MILLION	9	$38,980 *	$33,000	$38,250	$38,500 *	1	48	14	5	18
$40 TO $49 MILLION	5	$32,810	$29,025	$37,359	$37,080	1	39	10	5	42
$50 TO $99 MILLION	16	$45,558	$35,970	$58,451	$45,000	1	46	10	4	40
$100 TO $249 MILLION	13	$52,880	$38,515	$57,741	$53,000	1	44	14	6	75
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$87,225	$47,950	$150,000	$86,250	1	48	12	5	478
$1 BILLION AND OVER	6	$168,920	$108,006	$171,740	$140,000	1	48	19	3	1,888
ALL BANKS	66	$59,025	$49,366	$66,099	$46,000 *	1	45	12	5	195
403 CHIEF FINANCIAL OFFICER										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$37,006	$31,852	$49,161	$33,737	1	39	7	4	17
$100 TO $249 MILLION	5	$39,356			$32,000	1	45	11	6	35
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	7	$115,600	$85,229	$153,950	$100,000	1	41	6	2	107
ALL BANKS	41	$53,195	$49,183	$68,440	$40,000 *	1	44	10	5	30

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	5	$22,280			$22,000	1	44	6	7	12
$20 TO $29 MILLION	11	$26,832			$25,000	1	45	10	5	16
$30 TO $39 MILLION	10	$26,267			$27,000	1	43	11	5	12
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$32,511	$22,883	$36,383	$33,000	1	40	11	5	31
$100 TO $249 MILLION	15	$42,966	$36,810	$55,940	$41,000	1	45	17	8	51
$250 TO $499 MILLION	8	$44,914	$39,961	$61,035	$48,000	1	43	14	9	102
$500 TO $999 MILLION	6	$52,017	$31,940	$73,400	$47,100	1	40	12	2	131
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	77	$36,302	$32,919	$53,320	$35,700	1	43	13	6	47
405 OPERATIONS OFFICER										
UNDER $20 MILLION	7	$16,981			$16,800	1	45	11	5	10
$20 TO $29 MILLION	12	$18,739 *	$14,800	$17,300	$15,325	1	36	9	4	11
$30 TO $39 MILLION	6	$19,537			$16,500	1	39	15	7	7
$40 TO $49 MILLION	6	$20,050			$19,000	1	40	17	6	13
$50 TO $99 MILLION	16	$20,815	$13,985	$22,458	$18,375	2	43	13	5	18
$100 TO $249 MILLION	16	$24,128	$21,253	$30,089	$21,000 *	2	43	12	6	27
$250 TO $499 MILLION	5	$22,164	$19,661	$29,929	$18,000 *	4	40	10	7	18
$500 TO $999 MILLION	5	$34,140	$23,102	$35,850	$33,900	2	44	12	3	43
$1 BILLION AND OVER	6	$30,745	$23,851	$42,315	$27,243	9	40	12	2	10
ALL BANKS	79	$22,358	$20,202	$30,541	$20,000 *	2	41	12	5	18
406 PERSONNEL OFFICER/DIRECTOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	20	$21,496	$18,024	$28,702	$20,500	1	43	14	5	10
$100 TO $249 MILLION	17	$22,790	$20,611	$31,285	$21,360	1	44	10	3	7
$250 TO $499 MILLION	8	$31,454	$30,776	$45,911	$32,000	1	45	14	9	7
$500 TO $999 MILLION	6	$35,833	$30,610	$53,825	$34,000	1	40	7	6	9
$1 BILLION AND OVER	7	$56,778	$47,159	$80,235	$53,100	1	44	11	1	47
ALL BANKS	70	$27,815 *	$27,986	$43,033	$24,000 *	1	43	11	5	11
407 MARKETING OFFICER										
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$20,977	$19,813	$27,735	$20,200	1	38	5	3	2
$100 TO $249 MILLION	16	$26,884	$19,161	$27,690	$25,000	1	38	9	4	3
$250 TO $499 MILLION	6	$36,734	$28,609	$42,572	$31,500	1	43	12	5	15
$500 TO $999 MILLION	6	$38,788	$27,362	$48,091	$36,000	1	44	13	4	5
$1 BILLION AND OVER	5	$47,920	$35,661	$47,925	$44,100	1	42	12		12
ALL BANKS	52	$28,701	$25,358	$35,491	$25,000 *	1	40	9	4	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
408 CONTROLLER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$30,563			$27,800	1	38	12	5	4
$100 TO $249 MILLION	9	$33,594	$32,500	$37,937	$33,000	1	45	14	6	11
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$41,720	$30,702	$55,951	$41,250	1	42	10	4	13
$1 BILLION AND OVER	6	$58,167	$44,931	$77,825	$53,000	1	38	7	2	43
ALL BANKS	41	$35,284 *	$35,516	$53,961	$31,000 *	1	41	11	5	11
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$17,812	$14,075	$23,725	$18,500	1	43	12	3	3
$100 TO $249 MILLION	5	$22,907	$16,160	$25,120	$22,500	1	41	16	6	6
$250 TO $499 MILLION	6	$23,733	$18,309	$28,157	$25,000	1	33	13	3	6
$500 TO $999 MILLION	6	$23,442	$18,252	$30,303	$20,150	1	34	9	3	9
$1 BILLION AND OVER	7	$33,740	$29,866	$44,905	$33,480	1	36	9	1	18
ALL BANKS	39	$23,515	$20,877	$31,872	$22,200	1	38	11	4	6
410 BRANCH ADMINISTRATION OFFICER										
$50 TO $99 MILLION	6	$32,364	$25,150	$36,425	$29,165	1	38	10	2	26
$100 TO $249 MILLION	9	$37,102	$33,953	$59,000	$34,325	1	41	11	2	65
$250 TO $499 MILLION	5	$44,930	$34,804	$53,048	$41,000	2	44	12	4	75
$500 TO $999 MILLION	5	$51,910	$34,242	$57,733	$45,050	1	38	11	3	291
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	27	$42,473	$33,463	$57,523	$40,000	2	41	11	3	110
411 BRANCH MANAGER (LARGE +31)										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$37,761	$28,102	$44,695	$38,000	2	40	11	4	31
$500 TO $999 MILLION	5	$37,267	$27,240	$43,490	$40,500	3	45	10	5	53
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	19	$36,511	$26,434	$42,935	$37,400	4	42	11	4	41

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$25,418	$21,027	$33,518	$26,800	2	44	8	3	14
$100 TO $249 MILLION	13	$29,316	$23,551	$32,078	$30,000	3	42	12	4	12
$250 TO $499 MILLION	7	$25,811	$21,806	$33,124	$23,875	5	46	13	4	12
$500 TO $999 MILLION	7	$36,047	$28,333	$51,717	$31,186	7	43	11	4	16
$1 BILLION AND OVER	6	$29,471	$21,832	$36,959	$28,780	23	40	11	2	25
ALL BANKS	54	$28,095	$23,080	$36,755	$28,000	6	43	10	4	13
413 BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	7	$23,129 *	$14,400	$22,400	$20,000	1	38	5	2	4
$30 TO $39 MILLION	11	$20,492			$18,500	2	42	12	7	4
$40 TO $49 MILLION	6	$20,803	$17,500	$20,833	$19,500	1	39	8	3	5
$50 TO $99 MILLION	26	$20,679	$17,633	$25,937	$20,400	2	40	9	3	7
$100 TO $249 MILLION	19	$21,998	$18,040	$27,849	$21,650	4	40	10	4	8
$250 TO $499 MILLION	7	$24,120	$18,211	$27,626	$22,340	4	39	10	3	6
$500 TO $999 MILLION	7	$28,695	$22,055	$42,394	$26,973	6	45	11	5	7
$1 BILLION AND OVER	6	$25,514	$17,593	$31,621	$24,500	38	39	10	2	7
ALL BANKS	91	$22,248	$18,184	$28,724	$21,450	5	40	9	4	6
414 DATA PROCESSING DIRECTOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$61,903	$48,498	$80,780	$60,720	1	41	11	4	169
ALL BANKS	19	$43,213	$38,550	$62,007	$44,600	1	41	10	6	58
415 COMPUTER CENTER MANAGER										
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$40,242	$28,949	$45,935	$37,200	2	41	11		22
ALL BANKS	15	$33,254	$28,361	$47,047	$33,000	1	38	8	3	17

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$41,723	$34,733	$53,258	$40,200	1	36	8	2	24
ALL BANKS	13	$33,548	$28,368	$43,376	$31,000	1	36	7	2	12
417 DP OPERATIONS SUPERVISOR										
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$17,495	$16,085	$23,598	$17,000	1	36	5	1	6
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$25,036	$21,343	$32,532	$23,000	4	40	10	6	18
ALL BANKS	23	$22,654	$17,342	$28,354	$21,500	2	38	8	3	12
418 PURCHASING MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$16,033 *	$10,673	$15,162	$13,992	1	49	11	5	1
$100 TO $249 MILLION	9	$16,592	$14,265	$21,924	$15,490	1	52	13	6	4
$250 TO $499 MILLION	5	$21,400 *	$14,348	$20,526	$19,800	1	47	5	5	3
$500 TO $999 MILLION	7	$23,040	$16,500	$25,675	$23,000	1	46	14	5	5
$1 BILLION AND OVER	7	$34,216	$22,980	$38,129	$34,750	1	47	16	8	17
ALL BANKS	34	$22,011	$16,478	$24,256	$19,800	1	49	12	5	5
419 COMMERCIAL CREDIT DEPT MANAGER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$20,616 *	$22,154	$33,997	$16,000 *	1	39	17	6	6
$100 TO $249 MILLION	10	$25,993 *	$15,328	$25,257	$25,000	1	41	12	4	7
$250 TO $499 MILLION	5	$32,070	$23,455	$34,882	$36,800 *	1	40	11	8	8
$500 TO $999 MILLION	5	$28,560	$18,642	$29,367	$30,300 *	1	38	9	4	8
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	31	$25,446	$19,055	$28,439	$25,000	1	40	11	5	7

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$20,080			$22,000	1	34	6	4	3
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$24,927	$24,213	$35,617	$22,900 *	1	36	9	4	7
$100 TO $249 MILLION	11	$29,163 *	$18,627	$26,635	$29,050 *	1	40	10	3	11
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	6	$40,300	$31,532	$57,731	$37,000	1	48	13	5	35
$1 BILLION AND OVER	5	$42,489 *	$24,500	$35,520	$40,000 *	3	51	16	1	15
ALL BANKS	48	$29,282	$24,061	$37,343	$26,600	1	40	10	4	12
421 MORTGAGE LOAN DEPT MANAGER										
$20 TO $19 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	6	$40,602	$30,140	$47,210	$37,500	1	44	11	4	5
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$58,473	$38,391	$60,660	$55,000	1	49	16	3	88
ALL BANKS	26	$39,992	$29,473	$44,586	$37,500	1	46	9	2	14
422 COMMERCIAL LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$26,828 *	$28,025	$45,825	$31,815	1	42	13	2	5
$100 TO $249 MILLION	6	$48,758	$36,075	$61,405	$42,000	1	53	12	5	12
$250 TO $499 MILLION	6	$45,725	$30,951	$48,755	$36,000	1	40	6	3	7
$500 TO $999 MILLION	6	$54,133	$36,000	$60,100	$49,000	1	44	9	5	23
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	36	$41,973	$35,210	$57,417	$38,700	2	44	10	4	22
423 SR TRUST OFFICER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	15	$42,762	$33,272	$57,262	$42,000	1	50	11	6	6
$250 TO $499 MILLION	6	$48,602	$45,756	$68,634	$46,000	1	42	6	4	11
$500 TO $999 MILLION	5	$52,225	$35,763	$59,199	$53,000	1	45	11	4	35
$1 BILLION AND OVER	6	$67,080	$52,577	$83,858	$69,480	3	51	11	2	128
ALL BANKS	35	$49,367	$39,055	$64,936	$46,000	1	48	10	5	19

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$21,797 *	$13,295	$21,102	$19,000	1	37	9	5	4
$250 TO $499 MILLION	5	$26,419	$22,614	$34,172	$26,496	1	50	8	3	6
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$40,558	$32,670	$50,893	$34,500	2	45	9	4	37
ALL BANKS	26	$27,797	$22,258	$34,698	$26,496	1	42	11	4	9
425 TELEPHONE SUPERVISOR										
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	6	$18,231	$13,371	$22,723	$12,360 *	1	38	5	3	4
426 COMPENSATION & BENEFITS MGR										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$40,259	$30,892	$53,375	$36,000	1	38	5	2	13
ALL BANKS	8	$36,512	$28,068	$45,797	$32,000	1	42	6	4	10
427 PAYROLL SUPERVISOR										
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$17,313			$15,960	1	44	9	4	2
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$25,836	$20,725	$32,088	$26,200	1	44	14	3	4
ALL BANKS	23	$18,340	$17,384	$24,995	$16,200 *	1	42	10	5	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$15,691			$16,016	1	44	20	4	2
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$25,225	$17,967	$26,770	$24,800	1	39	12	8	3
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$35,200	$24,812	$42,990	$32,000	1	37	7	3	7
$1 BILLION AND OVER	5	$51,694	$37,844	$61,217	$55,000	3	36	6	2	59
ALL BANKS	35	$28,240	$25,402	$39,634	$25,000 *	1	37	10	4	9
429 SECURITY MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$26,310	$19,304	$29,173	$26,550	1	52	13	9	1
$500 TO $999 MILLION	6	$24,626	$19,017	$32,552	$20,500	1	50	5	5	3
$1 BILLION AND OVER	6	$35,490	$25,489	$41,172	$32,200	1	40	6	3	18
ALL BANKS	24	$26,449	$20,254	$33,022	$26,000	1	45	9	6	7
430 CONSUMER LOAN COLLECTION MGR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$15,997	$12,976	$18,482	$16,716	1	34	4	4	1
$100 TO $249 MILLION	9	$18,688	$13,923	$21,534	$18,900	1	38	5	3	4
$250 TO $499 MILLION	7	$21,151	$18,774	$28,341	$19,400	1	41	7	3	7
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	32	$19,076	$16,199	$24,113	$18,500	1	40	6	3	5
431 TRAINING DIRECTOR										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$22,392	$17,250	$27,583	$22,500	1	43	10	3	3
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$33,464	$26,496	$41,379	$32,100	1	46	8	6	7
ALL BANKS	22	$23,467	$20,578	$29,156	$22,000	1	40	8	2	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION III RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	9	$27,361	$23,166	$36,202	$23,447	1	34	5	5	8
433 SR BUSINESS DEVELOPMENT OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$30,089	$22,841	$33,661	$30,000	1	41	8	4	3
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	15	$34,889	$26,414	$38,457	$33,000	1	42	8	4	3
434 SR INTERNATIONAL BANKING OFFICR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	8	$54,579			$45,000	1	43	10	6	103
435 SR INVESTMENT OFFICER										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	6	$58,392	$36,590	$89,400	$47,100	1	46	13	10	4
$1 BILLION AND OVER	5	$73,200	$55,397	$89,324	$63,000	1	40	11	1	37
ALL BANKS	21	$55,128	$41,600	$75,068	$47,100	1	47	15	8	9
436 SR CORRESPONDENT BANKING OFFICR										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$52,023	$41,837	$66,731	$48,300	1	39	10	4	14
ALL BANKS	8	$49,293	$38,991	$61,656	$43,800	1	43	13	7	10

Region IV South-East

Florida
Georgia
North Carolina
South Carolina

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$9,330	$9,195	$12,250	$9,000 *	4				
$100 TO $249 MILLION	10	$9,363	$7,797	$10,924	$9,030	6				
$250 TO $499 MILLION	5	$9,552	$7,869	$11,506	$10,065	7				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	38	$9,352	$8,213	$11,594	$9,000	5				
102 GENERAL CLERK										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$9,342	$8,247	$10,558	$8,870	4				
$50 TO $99 MILLION	10	$11,322	$8,688	$12,413	$11,700	5				
$100 TO $249 MILLION	12	$10,689	$8,172	$11,925	$10,930	7				
$250 TO $499 MILLION	6	$10,808	$8,371	$12,853	$10,440	12				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	45	$10,555	$8,403	$12,334	$10,608	13				
103 CLERK TYPIST										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$9,733	$8,840	$10,171	$9,505	3				
$100 TO $249 MILLION	8	$10,166	$8,579	$12,179	$9,980	4				
$250 TO $499 MILLION	6	$10,258	$8,581	$12,361	$10,220	3				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	27	$10,173	$8,705	$12,487	$10,220	4				
104 DATA ENTRY OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	13	$10,815	$8,634	$12,888	$11,371	3				
$250 TO $499 MILLION	5	$10,951	$8,864	$13,556	$11,241	6				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	31	$10,861	$8,958	$13,294	$11,241	6				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$9,783	$8,775	$12,078	$9,000	1				
$100 TO $249 MILLION	9	$9,317	$7,506	$10,988	$9,000	1				
$250 TO $499 MILLION	6	$10,627	$8,461	$12,329	$10,153	2				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	31	$9,685	$8,166	$11,739	$10,100	3				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	6	$12,188	$11,661	$14,770	$11,544 *	3				
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$13,000	$10,242	$14,507	$12,911	1				
$50 TO $99 MILLION	10	$15,577	$12,413	$18,622	$15,200	1				
$100 TO $249 MILLION	9	$14,044	$10,092	$16,499	$13,875	2				
$250 TO $499 MILLION	6	$16,163	$12,475	$18,879	$14,589	3				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	46	$14,219	$11,241	$16,830	$13,875	2				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$12,082	$9,661	$14,155	$11,070	1				
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$11,970	$9,408	$14,430	$11,850	2				
$100 TO $249 MILLION	15	$10,902	$8,903	$13,425	$11,000	5				
$250 TO $499 MILLION	8	$11,532	$9,847	$14,616	$11,000	6				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	54	$11,370	$9,323	$14,066	$11,000	5				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	8	$9,676	$8,200	$11,333	$9,600	1				
$20 TO $29 MILLION	7	$9,528	$7,544	$10,268	$9,880	2				
$30 TO $39 MILLION	6	$10,359	$9,000	$12,000	$10,000	1				
$40 TO $49 MILLION	7	$10,718	$9,092	$13,058	$10,080	2				
$50 TO $99 MILLION	17	$10,827	$8,951	$12,907	$11,112	2				
$100 TO $249 MILLION	18	$9,839	$8,244	$12,073	$9,597	4				
$250 TO $499 MILLION	7	$10,137	$8,554	$12,691	$9,952	7				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	75	$10,240	$8,606	$12,514	$10,019	4				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	13	$12,610	$10,641	$16,160	$12,398	4				
110 BOOKKEEPING MACHINE OPERATOR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	12	$10,137	$8,303	$12,411	$9,200	2				
111 MAINTENANCE SERVICE WORKER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	11	$13,309	$10,148	$15,319	$14,745	2				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	25	$12,662	$10,560	$16,461	$13,991	2				
112 CUSTODIAN										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	6	$8,244			$6,968	1				
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$9,204	$7,478	$9,721	$8,320	2				
$100 TO $249 MILLION	8	$8,892	$7,725	$10,615	$8,300	4				
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	34	$8,973	$7,838	$10,691	$8,700	5				

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	13	$9,692	$7,820	$10,756	$9,790	2				
$250 TO $499 MILLION	5	$9,798	$8,042	$11,664	$10,250	4				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	31	$9,628	$8,041	$11,336	$9,862	3				
114 SECURITY GUARD										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	7	$11,871	$11,394	$16,544	$11,500	5				
201 SAFE DEPOSIT CLERK										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$12,103	$10,660	$16,040	$11,864	1				
$100 TO $249 MILLION	13	$10,777	$8,151	$12,275	$10,281	1				
$250 TO $499 MILLION	6	$11,524	$8,769	$12,638	$10,800	2				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	31	$11,117	$8,854	$13,018	$11,000	2				
202 RECEPTIONIST										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$9,931	$8,545	$11,458	$8,700	1				
$100 TO $249 MILLION	8	$10,440	$8,576	$12,299	$9,669	3				
$250 TO $499 MILLION	6	$11,460	$9,395	$13,770	$11,100	2				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	37	$10,507	$9,074	$12,906	$10,500	2				

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
203 NEW ACCOUNTS REPRESENTATIVE										
UNDER $20 MILLION	5	$10,312	$9,250	$14,167	$10,500	1				
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$11,381	$8,847	$13,190	$11,220	2				
$50 TO $99 MILLION	13	$11,753	$10,197	$14,412	$11,737	4				
$100 TO $249 MILLION	17	$11,190	$9,356	$14,055	$10,610	6				
$250 TO $499 MILLION	7	$11,953	$10,275	$15,734	$11,600	19				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	61	$11,490	$9,732	$14,652	$11,220	11				
204 TELEPHONE OPERATOR										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$9,969	$8,733	$12,198	$9,360	1				
$100 TO $249 MILLION	15	$10,129	$8,173	$11,926	$9,880	1				
$250 TO $499 MILLION	7	$11,005	$8,560	$13,014	$10,563	1				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	48	$10,412	$8,655	$12,496	$10,080	2				
205 SECRETARY										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	7	$10,651	$8,686	$13,021	$10,600	3				
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$10,395	$9,826	$12,759	$10,000	1				
$50 TO $99 MILLION	13	$12,223	$10,790	$16,009	$12,000	3				
$100 TO $249 MILLION	17	$11,036	$9,347	$14,283	$11,300	5				
$250 TO $499 MILLION	7	$12,807	$10,699	$16,213	$12,571	10				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	61	$11,673	$10,047	$15,189	$11,650	6				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$11,068	$10,110	$13,072	$11,398	1				
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$16,587	$12,418	$17,436	$14,581	1				
$100 TO $249 MILLION	18	$15,926	$11,840	$17,756	$14,376	2				
$250 TO $499 MILLION	7	$15,338	$12,266	$18,657	$16,205	4				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	58	$15,687	$12,232	$18,214	$14,581	2				

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
207 LEGAL SECRETARY		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
208 UNIVERSAL TELLER										
UNDER $20 MILLION	9	$9,114	$8,200	$12,000	$8,500	6				
$20 TO $29 MILLION	9	$9,043	$8,109	$10,695	$9,178	7				
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	7	$9,541	$8,150	$11,671	$9,200	11				
$50 TO $99 MILLION	14	$10,181	$8,716	$13,127	$9,836	17				
$100 TO $249 MILLION	16	$10,144	$8,609	$12,877	$10,000	32				
$250 TO $499 MILLION	8	$10,258	$8,519	$12,778	$10,200	47				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	74	$9,852	$8,638	$12,776	$9,600	38				
209 HEAD TELLER										
UNDER $20 MILLION	8	$11,608	$10,000	$13,667	$11,700	2				
$20 TO $29 MILLION	9	$11,708	$9,795	$12,579	$11,335	2				
$30 TO $39 MILLION	5	$13,030			$12,300	2				
$40 TO $49 MILLION	7	$12,495	$10,458	$14,666	$12,000	2				
$50 TO $99 MILLION	17	$12,729	$11,025	$15,497	$12,000	4				
$100 TO $249 MILLION	19	$13,484	$10,593	$16,389	$13,430	3				
$250 TO $499 MILLION	7	$13,073	$10,847	$15,749	$12,119	11				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	79	$12,895	$10,747	$15,835	$12,600	7				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$32,637	$26,923	$42,155	$32,510	1	41	9	4	6
$100 TO $249 MILLION	9	$41,538	$31,646	$49,109	$41,200	1	45	14	7	8
$250 TO $499 MILLION	8	$49,220	$36,985	$56,552	$48,382	2	45	11	6	12
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	43	$39,645	$32,503	$51,350	$39,550	2	43	10	5	7

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$24,022	$20,905	$31,845	$23,600	1	38	7	3	3
$100 TO $249 MILLION	11	$26,185	$18,536	$29,522	$24,000	2	33	7	3	3
$250 TO $499 MILLION	8	$26,827	$22,211	$39,990	$25,739	4	36	9	3	2
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	39	$24,929	$20,763	$33,988	$24,000	3	36	8	3	2
303 SR CONSUMER LOAN OFFICER										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$22,900	$20,633	$31,600	$21,900	1	44	9	4	3
$50 TO $99 MILLION	7	$23,937 *	$28,240	$36,713	$22,178 *	1	38	11	5	4
$100 TO $249 MILLION	11	$31,705	$22,219	$35,101	$29,990	1	44	13	3	13
$250 TO $499 MILLION	6	$38,213	$24,906	$38,346	$35,000	1	42	9	3	20
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	38	$29,690	$24,296	$37,604	$27,000	2	42	11	4	10
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	6	$18,059	$14,800	$23,000	$17,415	2	43	13	3	3
$50 TO $99 MILLION	10	$18,300	$15,770	$23,955	$17,250	1	33	8	3	3
$100 TO $249 MILLION	17	$20,922	$15,024	$23,627	$20,000	2	40	10	4	5
$250 TO $499 MILLION	7	$24,189	$19,567	$31,756	$20,764	3	37	10	3	4
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	51	$19,566	$15,922	$25,126	$19,000	2	38	9	4	4
305 SR MORTGAGE LOAN OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$35,498	$28,780	$44,316	$37,600	1	43	11	4	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	13	$21,365	$16,087	$26,313	$20,000	1	39	11	4	2
$250 TO $499 MILLION	6	$27,520	$23,991	$35,830	$22,704 *	1	44	8	5	1
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	29	$24,036	$19,372	$30,231	$22,704	1	39	9	4	2
307 TRUST ACCOUNT ADMINISTRATOR										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$28,741	$20,208	$33,051	$28,500	2	39	11	5	3
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	18	$28,721	$20,554	$33,306	$25,500	2	39	11	4	6
308 CORPORATE TRUST OFFICER										
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	11	$28,530	$24,387	$37,676	$29,807	1	38	9	3	3
309 PERSONAL TRUST OFFICER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$19,776	$15,493	$27,647	$19,000	2	37	9	4	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MIL_.ON	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$25,280	$20,313	$32,831	$22,000	2	40	12	5	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	6	$30,242	$30,030	$49,184	$25,000 *	1	30	5	2	
311 INTERNAL AUDITOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$19,193	$16,645	$23,250	$17,200	1	37	9	2	1
$100 TO $249 MILLION	16	$21,889	$15,809	$26,406	$20,000	1	33	9	4	2
$250 TO $499 MILLION	5	$26,173	$20,067	$31,667	$24,300	2	35	8	5	5
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	48	$20,403	$17,603	$28,187	$18,000	2	34	8	3	3
312 LOAN REVIEW OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$19,815	$16,527	$24,273	$18,669	1	35	4	3	4
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$20,531	$19,041	$28,960	$19,000 *	2	33	5	3	3
313 BUSINESS DEVELOPMENT OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$24,188	$19,034	$33,305	$21,813	2	41	7	3	2
$250 TO $499 MILLION	6	$35,076	$21,800	$35,200	$33,800	1	46	16	7	13
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	16	$29,611	$21,948	$35,856	$26,540	2	42	10	4	6

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	9	$29,185	$23,015	$35,864	$28,951	4	33	2	1	2
315 SR COMPUTER PROGRAMMER										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	10	$27,583	$21,797	$33,405	$27,722	5	37	4	2	2
316 COMPUTER PROGRAMMER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$14,160	$12,728	$18,395	$12,323 *	2	26	3	3	
$250 TO $499 MILLION	5	$17,636	$14,088	$21,113	$19,185	2	29	5	3	
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	16	$18,074	$15,257	$22,731	$18,195	4	28	4	2	1
317 SR COMPUTER OPERATOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$12,630	$10,256	$16,383	$13,250	2	28	5	5	3
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$15,368	$13,140	$20,532	$15,000	3	30	7	3	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	14	$11,198	$9,401	$14,193	$11,025	3	27	5	4	
$250 TO $499 MILLION	6	$13,444	$10,458	$15,682	$12,530	4	27	5	2	
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	35	$12,103	$10,436	$15,720	$12,000	3	28	5	3	
319 STAFF APPRAISER		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
320 CONSUMER LOAN COLLECTOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$15,163	$11,865	$17,485	$15,000	1	31	4	2	
$100 TO $249 MILLION	14	$13,572	$10,433	$16,480	$12,000	2	31	4	4	2
$250 TO $499 MILLION	8	$14,674	$11,528	$18,180	$14,350	3	37	5	4	
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	44	$14,140	$11,322	$17,486	$13,910	3	33	4	3	2
321 PERSONNEL ASSISTANT										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	11	$13,293	$11,160	$16,994	$12,720	1	36	8	3	1
$250 TO $499 MILLION	5	$15,319	$13,237	$19,368	$13,755	1	34	9	3	1
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	24	$14,009	$11,734	$17,458	$13,600	2	33	7	3	1

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	12	$16,582	$15,049	$22,838	$15,300	2	31	4	1	26
323 ASST BRANCH MANAGER (LARGE +31)										
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	5	$21,298	$18,040	$28,442	$23,374	4	38	10	3	15
324 ASST BRANCH MGR (MEDIUM 10-30)										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$18,600	$13,680	$19,800	$19,200	2	39	11	3	11
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	17	$18,040	$15,271	$23,490	$17,716	8	37	10	3	11
325 ASST BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$14,241	$12,771	$19,269	$13,800	5	30	3	2	5
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	28	$15,821	$14,123	$21,295	$14,738	6	36	8	2	10

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
326 ACCOUNTANT										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$18,985	$16,020	$23,820	$18,000	1	29	6	2	3
$250 TO $499 MILLION	5	$17,005	$13,738	$22,733	$17,350	1	33	10	4	
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	16	$20,076	$17,197	$26,772	$18 000	2	35	9	3	2
327 OFFICER TRAINEE (B.A.)										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	19	$13,877	$12,395	$18,801	$13,800	5	25	1	1	
328 OFFICER TRAINEE (M.A.)										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	5	$18,500	$16,800	$23,807	$18,200	1	27	1	1	
329 ADVERTISING OFFICER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	14	$24,934	$20,218	$31,557	$21,700	1	36	6	4	2

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$14,200	$12,720	$20,119	$14,100	2	43	13	3	4
$100 TO $249 MILLION	9	$18,418	$14,278	$24,427	$18,253	2	38	12	4	5
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	20	$16,364	$14,400	$23,287	$16,467	5	41	12	4	4
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	10	$39,924 *	$40,000	$60,000	$40,500	1	48	6	5	19
$20 TO $29 MILLION	9	$40,199	$32,400	$60,800	$40,000	4	46	18	6	25
$30 TO $39 MILLION	6	$50,108			$47,250	1	51	11	9	18
$40 TO $49 MILLION	8	$55,806	$32,850	$61,400	$54,000	1	47	15	8	32
$50 TO $99 MILLION	17	$65,687 *	$45,547	$63,831	$63,600	1	47	12	5	52
$100 TO $249 MILLION	19	$82,353	$60,139	$104,515	$81,000	1	55	19	6	61
$250 TO $499 MILLION	7	$115,950	$85,221	$138,297	$112,560	1	48	10	8	207
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	83	$76,689 *	$77,563	$127,519	$63,400 *	1	50	15	6	133
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$29,915			$30,576	8	48	14	3	20
$30 TO $39 MILLION	5	$35,340			$34,200	1	40	7	6	14
$40 TO $49 MILLION	6	$36,309	$29,850	$45,900	$35,000	1	50	12	8	23
$50 TO $99 MILLION	10	$36,606	$26,920	$38,357	$37,530	1	48	18	4	27
$100 TO $249 MILLION	11	$62,489	$43,800	$81,399	$57,732	1	53	20	5	50
$250 TO $499 MILLION	6	$85,034	$58,176	$87,248	$78,000	1	50	14	6	117
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	53	$57,086 *	$57,337	$100,279	$43,000 *	1	48	14	5	141
403 CHIEF FINANCIAL OFFICER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$38,225	$29,000	$46,400	$38,500	1	41	11	4	9
$100 TO $249 MILLION	11	$46,033	$35,390	$56,533	$45,300	1	40	10	4	12
$250 TO $499 MILLION	5	$52,261	$42,500	$64,999	$55,000	1	39	8	5	50
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	31	$51,710	$47,372	$73,060	$46,503 *	1	41	10	4	63

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	5	$25,893	$25,000	$50,000	$22,100 *	1	40	11	5	11
$20 TO $29 MILLION	5	$21,966			$23,650	4	41	10	4	13
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$39,088	$25,375	$41,688	$34,320	1	43	13	3	20
$100 TO $249 MILLION	13	$44,234	$35,086	$56,491	$46,000	1	45	12	5	31
$250 TO $499 MILLION	6	$41,950	$32,950	$51,425	$41,940	1	40	17	4	73
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	51	$39,866	$37,040	$59,128	$37,337	1	43	13	5	66
405 OPERATIONS OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$21,273	$18,404	$25,151	$23,250	1	38	16	5	18
$100 TO $249 MILLION	17	$27,116	$19,714	$36,750	$28,318	2	40	13	5	20
$250 TO $499 MILLION	5	$21,778	$18,050	$28,672	$22,046	3	41	11	2	32
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	51	$25,289	$22,448	$36,852	$22,133 *	2	41	14	5	26
406 PERSONNEL OFFICER/DIRECTOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$20,696	$17,572	$25,926	$20,000	1	40	11	4	6
$100 TO $249 MILLION	16	$26,420	$22,873	$38,806	$26,200	1	38	9	5	4
$250 TO $499 MILLION	8	$28,842	$24,231	$36,547	$28,000	1	40	7	3	4
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	44	$30,212	$28,825	$46,726	$24,725 *	1	41	11	4	8
407 MARKETING OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$20,679 *	$26,300	$42,100	$14,000 *	1	33	2	2	1
$100 TO $249 MILLION	15	$32,479	$24,497	$39,390	$32,665	1	46	11	5	2
$250 TO $499 MILLION	7	$32,302	$25,832	$39,773	$33,000	1	40	9	5	4
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	39	$33,327	$30,767	$49,003	$33,000	1	41	7	4	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
408 CONTROLLER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$26,595	$21,383	$34,216	$26,900	1	38	12	4	2
$100 TO $249 MILLION	11	$35,173	$26,496	$43,637	$32,600	1	38	12	4	5
$250 TO $499 MILLION	7	$36,182	$30,663	$47,234	$37,000	1	36	10	5	8
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	35	$36,781	$32,252	$52,696	$34,500	1	39	11	4	8
409 GENERAL ACCOUNTING MANAGER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$23,447	$17,320	$26,505	$23,280	1	41	15	6	3
$100 TO $249 MILLION	6	$25,550 *	$15,333	$25,050	$22,000	1	37	10	3	7
$250 TO $499 MILLION	6	$25,423	$18,392	$27,079	$24,709	1	41	13	4	7
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	32	$24,111	$20,064	$31,822	$22,800	1	40	13	5	9
410 BRANCH ADMINISTRATION OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$29,437	$25,011	$40,730	$30,400	1	36	5	2	28
$100 TO $249 MILLION	8	$35,165	$26,550	$44,463	$32,000	1	48	20	3	35
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	25	$37,387	$31,252	$50,577	$34,000	2	43	14	3	79
411 BRANCH MANAGER (LARGE +31)										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	8	$32,775	$25,448	$39,159	$30,949	4	50	19	4	22

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$25,352	$18,537	$30,641	$26,575	3	41	14	4	13
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	23	$25,951	$19,590	$33,448	$25,200	9	40	12	4	17
413 BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$18,392	$16,450	$28,850	$17,810	2	43	11	4	5
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$16,427	$13,257	$19,687	$14,584	2	39	6	4	8
$50 TO $99 MILLION	11	$22,404	$16,220	$24,345	$21,940	4	37	8	4	7
$100 TO $249 MILLION	13	$21,152	$16,718	$27,941	$20,000	4	41	13	4	11
$250 TO $499 MILLION	6	$21,584	$15,127	$34,681	$20,000	12	39	10	3	6
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	52	$20,496	$16,606	$27,728	$20,000	8	40	10	3	7
414 DATA PROCESSING DIRECTOR										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$29,061	$22,881	$38,639	$30,500	1	36	9	5	18
$250 TO $499 MILLION	5	$41,300	$29,650	$47,600	$35,700	1	38	13	6	28
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	19	$37,928	$31,492	$50,666	$34,650	1	37	11	5	29
415 COMPUTER CENTER MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	18	$26,812	$25,173	$39,839	$26,000	1	37	10	3	9

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$100 TO $249 MILLION	5	$25,733	$20,309	$37,321	$26,400	1	37	7	5	6
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	14	$35,674	$28,753	$47,340	$39,354	1	37	7	4	10
417 DP OPERATIONS SUPERVISOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	19	$19,138	$17,351	$27,471	$19,000	2	33	9	4	7
418 PURCHASING MANAGER										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$20,141	$14,408	$23,402	$20,200	1	51	10	5	4
$250 TO $499 MILLION	6	$20,734	$15,782	$25,969	$22,800	1	36	10	5	9
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	23	$21,551	$17,193	$27,606	$22,748	1	45	11	5	8
419 COMMERCIAL CREDIT DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$20,057	$15,658	$23,215	$19,500	1	34	9	4	3
$250 TO $499 MILLION	8	$27,455	$20,856	$34,328	$25,000	1	32	3	1	5
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	28	$31,987	$26,193	$43,543	$26,900	1	35	6	3	6

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$25,614	$21,750	$36,975	$28,750	1	40	7	4	8
$100 TO $249 MILLION	11	$30,984	$21,332	$32,686	$26,748	1	45	15	5	8
$250 TO $499 MILLION	5	$28,475	$23,136	$34,678	$30,129	1	40	12	4	13
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	34	$28,421	$25,882	$40,892	$25,250 *	1	40	10	4	8
421 MORTGAGE LOAN DEPT MANAGER										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$30,757	$23,352	$36,393	$26,200	1	42	12	5	3
$250 TO $499 MILLION	5	$37,365	$29,531	$44,671	$38,000	1	42	11	5	6
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	22	$34,773	$29,369	$46,312	$35,000	1	40	10	4	6
422 COMMERCIAL LOAN DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$40,037	$29,498	$48,912	$34,000	1	40	11	4	12
$250 TO $499 MILLION	6	$52,473	$42,181	$65,871	$48,500	1	33	8	4	32
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	27	$40,983	$35,027	$59,328	$38,500	1	38	10	4	16
423 SR TRUST OFFICER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	14	$43,551	$32,372	$55,535	$45,000	1	45	13	7	10
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	26	$50,136	$39,877	$66,730	$46,000	1	44	13	8	15

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$21,300	$17,455	$30,619	$21,000	1	40	8	4	5
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	21	$27,641	$24,561	$41,266	$24,250 *	1	42	11	5	11
425 TELEPHONE SUPERVISOR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
426 COMPENSATION & BENEFITS MGR										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	8	$35,444	$27,929	$43,695	$34,000	1	41	9	3	7
427 PAYROLL SUPERVISOR										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	9	$18,517	$15,661	$24,762	$18,248	1	36	12	2	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$17,833 *	$18,767	$31,116	$18,000 *	1	41	7	4	1
$100 TO $249 MILLION	7	$27,821	$20,758	$35,064	$28,500	1	41	12	6	2
$250 TO $499 MILLION	5	$30,100	$23,200	$36,133	$30,000	1	32	5	4	4
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	26	$29,997	$26,324	$43,705	$28,500	1	38	9	4	8
429 SECURITY MANAGER										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$26,932	$21,864	$32,706	$24,400	1	46	15	6	4
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	15	$29,419	$23,457	$36,232	$29,500	1	45	12	5	8
430 CONSUMER LOAN COLLECTION MGR										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$20,524	$13,919	$22,735	$20,567	1	34	11	4	4
$250 TO $499 MILLION	7	$22,047	$17,795	$26,832	$22,500	1	41	6	4	6
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	30	$21,620	$18,767	$29,242	$20,000	2	37	8	4	9
431 TRAINING DIRECTOR										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$18,240	$14,850	$22,738	$17,000	1	33	14	3	5
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	15	$26,041	$22,602	$35,111	$25,200	1	37	9	3	6

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IV RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER										
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	6	$26,502	$22,918	$35,381	$20,000 *	1	34	5	2	3
433 SR BUSINESS DEVELOPMENT OFFICER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $939 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	7	$58,575	$50,064	$69,279	$40,000 *	2	43	8	2	35
434 SR INTERNATIONAL BANKING OFFICR										
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	5	$51,500	$42,413	$66,970	$52,500	1	37	5	3	20
435 SR INVESTMENT OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLICN	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$40,845	$32,040	$50,557	$41,000	1	48	14	7	4
$250 TO $499 MILLION	6	$43,870	$29,967	$46,267	$34,700	1	41	5	3	3
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	20	$46,161	$36,338	$58,104	$44,500	1	44	9	4	7
436 SR CORRESPONDENT BANKING OFFICR										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	5	$47,179	$39,950	$62,000	$42,000	1	49	19	10	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

Region V East-North Central

Illinois
Indiana
Michigan
Ohio
Wisconsin

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	9	$8,394	$7,400	$8,700	$8,300	1				
$20 TO $29 MILLION	6	$8,418	$6,100	$10,000	$7,280	1				
$30 TO $39 MILLION	13	$8,836	$8,335	$10,272	$8,500	2				
$40 TO $49 MILLION	21	$8,809	$7,139	$10,068	$8,840	2				
$50 TO $99 MILLION	59	$9,157	$8,010	$10,624	$8,840	3				
$100 TO $249 MILLION	76	$9,200	$7,845	$11,092	$9,206	4				
$250 TO $499 MILLION	26	$9,210	$7,863	$11,223	$9,000	7				
$500 TO $999 MILLION	6	$9,283	$8,252	$12,114	$8,659	8				
$1 BILLION AND OVER	14	$10,357	$8,767	$12,771	$10,467	10				
ALL BANKS	230	$9,154	$7,952	$11,107	$9,048	4				
102 GENERAL CLERK										
UNDER $20 MILLION	8	$10,129			$9,000	2				
$20 TO $29 MILLION	11	$9,777	$9,191	$11,870	$9,630	1				
$30 TO $39 MILLION	14	$10,196	$9,460	$11,208	$9,600	2				
$40 TO $49 MILLION	20	$10,621	$8,193	$12,910	$10,300	3				
$50 TO $99 MILLION	73	$10,347	$8,284	$12,027	$10,296	5				
$100 TO $249 MILLION	87	$10,624	$8,641	$12,852	$10,543	7				
$250 TO $499 MILLION	27	$10,380	$8,317	$12,366	$9,962	17				
$500 TO $999 MILLION	7	$9,835	$8,741	$12,217	$9,300	26				
$1 BILLION AND OVER	14	$11,200	$9,575	$14,095	$10,774	56				
ALL BANKS	261	$10,457	$8,580	$12,623	$10,296	10				
103 CLERK TYPIST										
UNDER $20 MILLION	5	$8,558			$8,528	2				
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	11	$10,436	$8,906	$12,215	$10,467	2				
$50 TO $99 MILLION	47	$9,938	$8,605	$12,124	$9,533	3				
$100 TO $249 MILLION	53	$10,527	$8,724	$12,691	$10,480	3				
$250 TO $499 MILLION	21	$10,647	$8,792	$12,994	$10,588	5				
$500 TO $999 MILLION	7	$10,780	$9,163	$13,555	$10,658	14				
$1 BILLION AND OVER	16	$11,396	$9,927	$14,584	$11,738	13				
ALL BANKS	165	$10,389	$8,905	$12,949	$10,209	4				
104 DATA ENTRY OPERATOR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	7	$10,526	$9,456	$12,008	$9,504	1				
$40 TO $49 MILLION	13	$10,386	$8,194	$12,363	$10,000	1				
$50 TO $99 MILLION	49	$10,178	$8,895	$12,238	$9,953	2				
$100 TO $249 MILLION	78	$10,550	$8,773	$12,567	$10,393	2				
$250 TO $499 MILLION	28	$11,403	$9,018	$13,300	$11,540	4				
$500 TO $999 MILLION	5	$11,262	$9,139	$13,373	$10,709	6				
$1 BILLION AND OVER	16	$11,672	$9,889	$14,687	$11,289	8				
ALL BANKS	203	$10,688	$8,976	$12,880	$10,505	3				

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	18	$9,352	$8,087	$10,483	$8,530	1				
$100 TO $249 MILLION	55	$9,639	$8,014	$11,274	$9,300	1				
$250 TO $499 MILLION	27	$9,278	$7,971	$10,993	$9,069	2				
$500 TO $999 MILLION	7	$9,906	$8,170	$11,659	$9,672	2				
$1 BILLION AND OVER	17	$10,272	$8,763	$12,777	$10,023	5				
ALL BANKS	132	$9,520	$8,125	$11,372	$9,350	2				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	13	$11,748	$10,833	$13,833	$11,100	1				
$20 TO $29 MILLION	15	$12,163	$11,484	$14,554	$11,440 *	1				
$30 TO $39 MILLION	14	$14,523	$12,658	$15,409	$14,750	1				
$40 TO $49 MILLION	21	$13,740	$9,737	$13,760	$12,600	1				
$50 TO $99 MILLION	70	$13,604	$10,676	$15,177	$13,350	1				
$100 TO $249 MILLION	60	$14,213	$10,935	$15,633	$13,520	2				
$250 TO $499 MILLION	23	$13,810	$11,219	$16,277	$13,680	2				
$500 TO $999 MILLION	6	$14,770	$12,308	$17,500	$14,000	5				
$1 BILLION AND OVER	15	$15,946	$12,985	$18,955	$15,860	6				
ALL BANKS	237	$13,829	$11,220	$15,863	$13,500	2				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	12	$10,086	$8,500	$12,750	$10,080	1				
$20 TO $29 MILLION	21	$9,436	$8,637	$11,521	$9,387	2				
$30 TO $39 MILLION	18	$10,785	$9,400	$11,980	$10,530	2				
$40 TO $49 MILLION	29	$10,259	$8,257	$11,323	$9,920	2				
$50 TO $99 MILLION	83	$11,028	$9,054	$12,746	$10,916	3				
$100 TO $249 MILLION	91	$11,425	$9,195	$13,433	$11,349	3				
$250 TO $499 MILLION	30	$11,222	$9,406	$13,589	$11,232	4				
$500 TO $999 MILLION	10	$12,042	$10,298	$14,521	$11,400	5				
$1 BILLION AND OVER	19	$13,027	$10,850	$15,975	$12,451	9				
ALL BANKS	313	$11,088	$9,238	$13,267	$10,956	3				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	23	$10,456	$8,100	$11,117	$10,800	1				
$20 TO $29 MILLION	36	$9,732	$8,385	$10,709	$9,360	2				
$30 TO $39 MILLION	26	$10,164	$8,634	$10,992	$10,000	1				
$40 TO $49 MILLION	38	$9,870	$8,036	$11,443	$9,780	2				
$50 TO $99 MILLION	111	$9,873	$8,350	$11,729	$9,630	3				
$100 TO $249 MILLION	102	$9,859	$8,388	$11,968	$9,780	4				
$250 TO $499 MILLION	35	$9,529	$8,247	$11,838	$9,373	6				
$500 TO $999 MILLION	9	$9,815	$8,754	$12,154	$9,589	11				
$1 BILLION AND OVER	15	$11,094	$9,363	$14,118	$11,284	13				
ALL BANKS	395	$9,924	$8,415	$11,856	$9,780	4				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$9,999	$8,425	$10,712	$10,400	1				
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$10,731	$9,911	$12,277	$11,400	1				
$100 TO $249 MILLION	29	$11,519	$9,540	$14,118	$11,128	2				
$250 TO $499 MILLION	15	$11,696	$9,349	$13,637	$11,640	2				
$500 TO $999 MILLION	7	$11,033	$9,844	$14,176	$10,747	3				
$1 BILLION AND OVER	18	$13,294	$11,285	$16,486	$13,322	4				
ALL BANKS	92	$11,551	$9,966	$14,367	$11,285	2				
110 BOOKKEEPING MACHINE OPERATOR										
UNDER $20 MILLION	5	$10,616	$9,000	$15,000	$12,000	2				
$20 TO $29 MILLION	5	$10,444	$7,224	$11,670	$9,000	1				
$30 TO $39 MILLION	6	$10,106	$9,378	$10,200	$9,526	2				
$40 TO $49 MILLION	12	$11,505	$7,916	$13,988	$10,200	1				
$50 TO $99 MILLION	20	$10,021	$7,954	$12,583	$9,845	2				
$100 TO $249 MILLION	11	$12,080	$8,733	$12,881	$12,264	3				
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	64	$10,983	$8,736	$13,082	$10,504	2				
111 MAINTENANCE SERVICE WORKER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	39	$12,550	$9,427	$14,695	$11,960	1				
$100 TO $249 MILLION	60	$14,012	$10,341	$14,881	$12,669	2				
$250 TO $499 MILLION	24	$13,748	$10,188	$15,438	$13,200	2				
$500 TO $999 MILLION	9	$12,618	$9,953	$15,205	$13,081	4				
$1 BILLION AND OVER	13	$14,483	$11,291	$16,720	$14,586	5				
ALL BANKS	153	$13,459	$10,210	$15,213	$12,900	2				
112 CUSTODIAN										
UNDER $20 MILLION	12	$9,875			$9,360	1				
$20 TO $29 MILLION	13	$10,000			$8,840	2				
$30 TO $39 MILLION	16	$10,186 *	$7,956	$9,223	$10,000 *	1				
$40 TO $49 MILLION	19	$10,746	$7,415	$11,834	$9,400	1				
$50 TO $99 MILLION	55	$10,763	$9,064	$12,338	$10,400	2				
$100 TO $249 MILLION	52	$11,190	$8,191	$11,817	$10,400	3				
$250 TO $499 MILLION	18	$10,813	$8,545	$12,242	$10,117	6				
$500 TO $999 MILLION	6	$8,929	$7,333	$9,649	$9,278	10				
$1 BILLION AND OVER	6	$11,430	$9,229	$13,576	$10,578	18				
ALL BANKS	197	$10,692	$8,511	$11,965	$10,000	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	33	$9,707	$8,244	$11,621	$9,200	1				
$100 TO $249 MILLION	63	$9,135	$7,734	$10,996	$8,810	2				
$250 TO $499 MILLION	29	$9,635	$7,906	$11,057	$9,360	4				
$500 TO $999 MILLION	8	$10,089	$8,907	$11,988	$9,200	6				
$1 BILLION AND OVER	15	$11,942	$9,736	$14,089	$10,751	10				
ALL BANKS	154	$9,691	$8,167	$11,547	$9,233	3				
114 SECURITY GUARD										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$14,779	$11,616	$19,080	$13,500	3				
$100 TO $249 MILLION	24	$12,937	$9,421	$13,357	$11,483	3				
$250 TO $499 MILLION	15	$12,591	$9,866	$13,876	$12,237	8				
$500 TO $999 MILLION	7	$11,346	$9,691	$14,312	$11,532	7				
$1 BILLION AND OVER	17	$13,941	$11,612	$16,963	$13,394	16				
ALL BANKS	75	$13,234	$10,313	$15,021	$12,500	7				
201 SAFE DEPOSIT CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	9	$10,514 *	$8,251	$10,294	$9,950	1				
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	19	$10,777 *	$7,561	$10,685	$9,600	1				
$50 TO $99 MILLION	67	$10,425	$8,545	$11,905	$10,200	1				
$100 TO $249 MILLION	90	$11,274	$8,772	$12,546	$10,900	1				
$250 TO $499 MILLION	32	$11,028	$8,788	$12,689	$11,208	2				
$500 TO $999 MILLION	10	$10,858	$8,850	$12,952	$10,600	3				
$1 BILLION AND OVER	14	$12,520	$9,812	$14,598	$11,460	5				
ALL BANKS	246	$11,000	$8,785	$12,539	$10,712	2				
202 RECEPTIONIST										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	8	$9,413	$8,361	$10,499	$8,775	1				
$30 TO $39 MILLION	16	$9,961	$8,493	$10,827	$9,880	1				
$40 TO $49 MILLION	19	$9,247	$7,964	$11,579	$9,420	1				
$50 TO $99 MILLION	64	$10,081	$8,544	$11,984	$9,900	1				
$100 TO $249 MILLION	56	$10,556	$8,810	$12,744	$10,200	1				
$250 TO $499 MILLION	21	$10,853	$9,192	$12,971	$10,785	3				
$500 TO $999 MILLION	5	$10,276	$9,002	$11,968	$9,922	2				
$1 BILLION AND OVER	11	$12,217	$10,018	$15,050	$12,704	7				
ALL BANKS	202	$10,297	$8,836	$12,540	$10,000	2				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
203 NEW ACCOUNTS REPRESENTATIVE										
UNDER $20 MILLION	17	$11,461	$9,500	$14,000	$11,100	1				
$20 TO $29 MILLION	23	$11,569	$9,857	$12,842	$11,400	2				
$30 TO $39 MILLION	23	$11,177	$9,592	$12,770	$10,954	2				
$40 TO $49 MILLION	26	$11,219	$9,444	$13,895	$10,652	2				
$50 TO $99 MILLION	95	$11,287	$9,259	$13,481	$11,108	3				
$100 TO $249 MILLION	103	$12,151	$9,908	$14,610	$11,960	4				
$250 TO $499 MILLION	34	$12,763	$10,600	$16,092	$12,616	6				
$500 TO $999 MILLION	10	$12,879	$10,674	$15,483	$12,446	17				
$1 BILLION AND OVER	17	$15,356	$13,180	$19,479	$14,456	21				
ALL BANKS	348	$11,946	$10,069	$14,806	$11,682	5				
204 TELEPHONE OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$9,977			$10,250	1				
$40 TO $49 MILLION	14	$9,853	$7,424	$10,702	$9,300	1				
$50 TO $99 MILLION	66	$9,725	$7,965	$11,070	$9,600	1				
$100 TO $249 MILLION	93	$10,267	$8,491	$12,058	$10,146	1				
$250 TO $499 MILLION	32	$10,748	$8,691	$12,207	$10,228	1				
$500 TO $999 MILLION	9	$11,280	$8,981	$12,885	$11,900	2				
$1 BILLION AND OVER	16	$11,896	$9,795	$14,234	$11,492	4				
ALL BANKS	239	$10,283	$8,556	$12,027	$10,171	1				
205 SECRETARY										
UNDER $20 MILLION	19	$10,732	$10,267	$13,650	$10,296	1				
$20 TO $29 MILLION	23	$11,037	$9,364	$12,079	$11,180	1				
$30 TO $39 MILLION	17	$10,664	$8,976	$12,641	$10,700	1				
$40 TO $49 MILLION	34	$11,009	$8,738	$12,797	$10,815	2				
$50 TO $99 MILLION	94	$11,417	$9,392	$13,497	$11,102	3				
$100 TO $249 MILLION	96	$12,123	$9,815	$14,156	$11,976	4				
$250 TO $499 MILLION	35	$12,545	$10,076	$15,129	$12,189	7				
$500 TO $999 MILLION	10	$11,535	$9,795	$14,535	$11,100	11				
$1 BILLION AND OVER	20	$14,257	$11,918	$17,601	$13,908	33				
ALL BANKS	348	$11,753	$9,840	$14,212	$11,606	5				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	10	$13,168			$13,900	1				
$20 TO $29 MILLION	21	$13,792	$10,586	$14,213	$13,000	1				
$30 TO $39 MILLION	20	$14,006	$12,724	$14,629	$13,520	1				
$40 TO $49 MILLION	28	$14,110	$10,722	$14,432	$13,908	1				
$50 TO $99 MILLION	90	$14,671	$11,614	$17,235	$14,000	1				
$100 TO $249 MILLION	97	$15,541	$11,776	$17,368	$15,262	2				
$250 TO $499 MILLION	31	$16,560	$12,588	$19,182	$15,860	2				
$500 TO $999 MILLION	10	$15,454	$12,251	$18,003	$14,640	5				
$1 BILLION AND OVER	19	$19,797	$15,371	$22,714	$20,001	5				
ALL BANKS	326	$15,240	$12,156	$17,827	$14,850	2				

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
207 LEGAL SECRETARY										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$12,893	$10,530	$15,423	$12,925	2				
$100 TO $249 MILLION	12	$13,362	$10,480	$15,505	$11,800	2				
$250 TO $499 MILLION	5	$14,541	$12,480	$17,792	$15,325	3				
$1 BILLION AND OVER	7	$17,253	$13,837	$20,062	$17,287	4				
ALL BANKS	35	$14,146	$11,945	$17,297	$13,500	2				
208 UNIVERSAL TELLER										
UNDER $20 MILLION	34	$9,930	$8,044	$11,632	$9,500	5				
$20 TO $29 MILLION	42	$9,497	$8,375	$10,920	$9,474	7				
$30 TO $39 MILLION	33	$9,952	$8,251	$11,369	$9,670	9				
$40 TO $49 MILLION	41	$9,910	$7,970	$12,006	$9,711	9				
$50 TO $99 MILLION	114	$9,829	$8,284	$12,565	$9,650	15				
$100 TO $249 MILLION	101	$10,030	$8,636	$12,854	$10,100	27				
$250 TO $499 MILLION	35	$10,533	$8,959	$13,580	$10,320	39				
$500 TO $999 MILLION	9	$10,312	$9,257	$13,331	$10,524	92				
$1 BILLION AND OVER	16	$11,568	$10,205	$15,077	$11,184	163				
ALL BANKS	425	$10,003	$8,582	$12,665	$9,854	25				
209 HEAD TELLER										
UNDER $20 MILLION	26	$11,778	$9,250	$13,500	$11,960	1				
$20 TO $29 MILLION	33	$12,581	$10,662	$14,057	$12,300	2				
$30 TO $39 MILLION	31	$13,063	$11,004	$13,567	$12,861	1				
$40 TO $49 MILLION	38	$13,208	$10,643	$13,948	$12,875	1				
$50 TO $99 MILLION	110	$13,078	$10,543	$15,021	$13,005	2				
$100 TO $249 MILLION	92	$13,463	$10,967	$15,977	$13,160	3				
$250 TO $499 MILLION	31	$13,129	$10,983	$16,339	$13,196	6				
$500 TO $999 MILLION	8	$13,646	$11,201	$17,947	$13,026	13				
$1 BILLION AND OVER	16	$15,204	$12,751	$18,941	$14,456	28				
ALL BANKS	385	$13,156	$10,945	$15,670	$13,000	4				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	9	$30,162			$28,000	1	39	7	5	3
$20 TO $29 MILLION	15	$29,489			$30,450	1	44	7	4	3
$30 TO $39 MILLION	15	$29,964	$25,750	$41,500	$30,000	1	36	6	3	3
$40 TO $49 MILLION	16	$34,690	$31,900	$47,800	$36,050	1	44	11	5	7
$50 TO $99 MILLION	72	$37,693	$29,034	$44,691	$37,200	1	44	11	6	7
$100 TO $249 MILLION	77	$39,580	$27,537	$44,862	$37,183	1	41	9	4	8
$250 TO $499 MILLION	31	$45,013	$33,079	$49,941	$42,500	1	44	13	6	10
$500 TO $999 MILLION	10	$41,931	$30,877	$52,180	$35,350	3	42	16	4	6
$1 BILLION AND OVER	16	$50,063	$38,865	$61,687	$44,147	6	37	10	3	23
ALL BANKS	261	$38,680	$30,753	$48,319	$37,183	2	42	10	5	8

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	12	$20,882	$20,000	$35,000	$22,500	1	38	9	4	2
$20 TO $29 MILLION	8	$22,225	$20,698	$26,798	$19,500 *	1	34	4	4	2
$30 TO $39 MILLION	12	$21,102			$20,100	1	39	9	4	3
$40 TO $49 MILLION	18	$25,233 *	$12,906	$22,548	$21,210	1	37	6	5	2
$50 TO $99 MILLION	68	$25,388	$19,396 *	$30,110	$25,200	1	38	8	4	6
$100 TO $249 MILLION	93	$27,297	$20,860	$32,703	$27,000	2	36	8	4	3
$250 TO $499 MILLION	32	$28,620	$20,833	$34,445	$27,700	2	36	8	3	3
$500 TO $999 MILLION	10	$27,553	$20,367	$32,883	$27,300	3	32	6	2	3
$1 BILLION AND OVER	17	$30,968	$24,955	$38,537	$28,850	9	34	9	5	4
ALL BANKS	270	$26,365	$20,761	$32,746	$26,000	2	37	8	4	4
303 SR CONSUMER LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$20,760	$17,650	$27,317	$19,000	1	31	8	3	3
$30 TO $39 MILLION	8	$25,907	$17,850	$33,150	$26,572	1	39	12	8	3
$40 TO $49 MILLION	15	$26,856	$18,582	$28,001	$24,000	1	42	10	6	3
$50 TO $99 MILLION	36	$28,031	$18,580	$34,734	$26,500	1	45	12	7	4
$100 TO $249 MILLION	51	$29,288	$21,610	$34,135	$27,500	1	43	13	6	8
$250 TO $499 MILLION	24	$33,307	$25,629	$39,019	$30,000	1	45	15	8	10
$500 TO $999 MILLION	8	$36,967	$27,161	$46,299	$32,000	2	46	13	7	15
$1 BILLION AND OVER	11	$42,237	$32,427	$54,408	$44,000	1	42	12	4	50
ALL BANKS	161	$30,187	$24,028	$39,049	$27,800	1	43	13	6	10
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	10	$17,869	$17,000	$26,333	$17,098	1	34	5	3	2
$20 TO $29 MILLION	19	$18,945	$17,383	$21,458	$17,800	1	32	7	3	4
$30 TO $39 MILLION	23	$17,857	$14,689	$19,308	$17,000	1	37	12	4	2
$40 TO $49 MILLION	28	$19,678 *	$12,500	$18,674	$17,250	1	34	7	4	4
$50 TO $99 MILLION	96	$19,690	$16,088	$25,693	$18,600	2	38	9	5	3
$100 TO $249 MILLION	89	$20,292	$15,855	$24,228	$19,000	2	39	9	4	3
$250 TO $499 MILLION	29	$21,853	$18,442	$28,300	$22,475	2	42	12	5	5
$500 TO $999 MILLION	9	$23,531	$18,472	$29,571	$23,750	3	40	11	4	9
$1 BILLION AND OVER	14	$27,043	$22,280	$34,4	$26,900	3	45	16	6	23
ALL BANKS	317	$20,255	$17,072	$26,254	$19,250	2	38	10	4	4
305 SR MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	8	$26,813	$20,428	$30,626	$27,810	1	40	9	4	10
$50 TO $99 MILLION	27	$29,481	$26,863	$37,733	$29,500	1	46	17	8	5
$100 TO $249 MILLION	31	$33,500	$26,619	$43,532	$34,365	1	42	12	5	3
$250 TO $499 MILLION	15	$33,726	$25,512	$37,745	$30,180	1	48	19	10	3
$500 TO $999 MILLION	7	$34,357	$25,194	$44,070	$36,400	1	47	18	6	6
$1 BILLION AND OVER	12	$43,404	$31,997	$50,608	$44,000	1	43	11	3	10
ALL BANKS	106	$32,835	$26,860	$42,350	$31,000	1	44	14	6	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	5	$23,692			$20,340	1	41	7	5	2
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	10	$21,680 *	$21,750	$42,700	$20,000 *	1	39	13	5	2
$40 TO $49 MILLION	10	$23,434			$24,000	1	39	8	4	3
$50 TO $99 MILLION	46	$22,532	$17,709	$26,419	$22,400	1	43	12	5	2
$100 TO $249 MILLION	49	$23,236	$16,913	$27,046	$23,000	1	42	12	5	2
$250 TO $499 MILLION	28	$22,760	$18,573	$27,983	$21,200	1	38	10	4	3
$500 TO $999 MILLION	9	$24,290	$16,707	$27,144	$21,800	1	39	11	3	3
$1 BILLION AND OVER	10	$32,877	$23,954	$37,291	$33,300	2	39	14	6	11
ALL BANKS	168	$23,537	$18,366	$28,329	$22,490	1	41	11	5	3
307 TRUST ACCOUNT ADMINISTRATOR										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$20,430	$11,520	$25,400	$18,200	1	37	8	3	3
$100 TO $249 MILLION	45	$26,381	$18,801	$29,245	$23,900	2	41	9	5	3
$250 TO $499 MILLION	18	$34,446	$22,889	$36,763	$35,050	1	47	13	6	5
$500 TO $999 MILLION	6	$35,317	$26,748	$40,692	$34,700	2	49	12	6	5
$1 BILLION AND OVER	11	$31,637	$24,860	$37,444	$28,900	3	37	10	5	8
ALL BANKS	102	$27,544	$20,678	$32,715	$26,000	2	41	10	5	4
308 CORPORATE TRUST OFFICER										
$50 TO $99 MILLION	9	$32,094	$21,840	$35,770	$32,000	1	38	7	3	2
$100 TO $249 MILLION	18	$33,102	$25,372	$42,036	$29,400	1	39	7	4	3
$250 TO $499 MILLION	19	$32,513	$23,080	$39,154	$29,500	1	42	9	6	5
$500 TO $999 MILLION	6	$38,076	$28,660	$54,225	$35,000	1	46	9	6	8
$1 BILLION AND OVER	12	$33,288	$27,059	$41,628	$30,300	2	44	10	5	10
ALL BANKS	64	$33,287	$25,195	$41,591	$31,800	1	41	8	5	5
309 PERSONAL TRUST OFFICER										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$21,512			$16,500	1	43	12	8	2
$100 TO $249 MILLION	41	$25,148	$19,476	$28,881	$24,000	1	43	8	5	2
$250 TO $499 MILLION	26	$25,572	$19,379	$30,495	$25,900	2	39	8	4	3
$500 TO $999 MILLION	6	$25,578	$18,706	$34,320	$24,087	2	46	14	6	2
$1 BILLION AND OVER	14	$39,091	$30,423	$48,286	$35,000	5	42	11	7	13
ALL BANKS	101	$26,609	$21,894	$34,465	$25,500	2	42	9	5	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$31,120	$23,690	$38,040	$26,500	1	34	4	3	1
$250 TO $499 MILLION	7	$46,529	$38,040	$56,621	$40,000	1	45	7	7	2
$1 BILLION AND OVER	14	$41,001	$33,565	$52,635	$38,000	3	36	5	2	4
ALL BANKS	28	$39,290	$33,203	$51,913	$37,500	2	38	5	3	3
311 INTERNAL AUDITOR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$12,801			$11,000	1	36	4	1	
$30 TO $39 MILLION	9	$15,362 *	$15,500	$24,000	$16,500	1	37	15	4	
$40 TO $49 MILLION	17	$17,773			$16,200	1	41	10	5	1
$50 TO $99 MILLION	78	$19,251	$15,840	$24,235	$17,745	1	38	10	4	1
$100 TO $249 MILLION	62	$21,523	$16,989	$27,986	$20,508	1	39	9	4	2
$250 TO $499 MILLION	26	$28,158	$21,453	$32,596	$24,900	1	28	10	5	4
$500 TO $999 MILLION	6	$24,837	$20,967	$32,100	$19,900 *	2	39	9	6	7
$1 BILLION AND OVER	13	$26,660	$20,820	$32,685	$25,782	7	34	8	4	5
ALL BANKS	220	$21,106	$18,115	$28,394	$19,750	1	38	10	4	2
312 LOAN REVIEW OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$18,563	$14,500	$24,150	$18,000	1	33	6	2	4
$100 TO $249 MILLION	30	$25,121	$18,078	$29,261	$22,700	1	42	11	3	3
$250 TO $499 MILLION	16	$26,228	$19,159	$28,368	$27,600	1	38	11	2	3
$500 TO $999 MILLION	6	$30,729	$21,563	$36,375	$31,000	1	41	14	2	1
$1 BILLION AND OVER	16	$33,627	$25,468	$39,088	$33,000	2	35	8	3	6
ALL BANKS	87	$25,718	$20,542	$32,155	$23,760	1	38	10	3	3
313 BUSINESS DEVELOPMENT OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$17,720			$18,600	1	44	7	3	1
$50 TO $99 MILLION	10	$22,699	$18,833	$29,033	$22,750	1	39	8	2	3
$100 TO $249 MILLION	26	$28,620	$20,250	$32,371	$28,000	1	49	13	3	3
$250 TO $499 MILLION	15	$33,696	$25,680	$37,519	$34,000	1	43	11	3	4
$500 TO $999 MILLION	6	$28,908	$22,800	$37,260	$27,000	1	43	9	2	2
$1 BILLION AND OVER	10	$32,422	$27,104	$41,063	$30,250	2	42	12	4	3
ALL BANKS	77	$28,296	$23,326	$36,048	$27,000	1	45	10	3	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	12	$23,062	$15,225	$24,329	$23,000	1	34	8	4	
$250 TO $499 MILLION	12	$23,712	$18,343	$27,404	$22,608	1	32	5	3	2
$500 TO $999 MILLION	6	$26,714	$20,207	$32,134	$24,097	4	38	6	4	3
$1 BILLION AND OVER	9	$28,437	$22,499	$35,101	$29,168	11	34	5	3	8
ALL BANKS	43	$24,224	$18,736	$29,496	$24,000	4	34	6	4	3
315 SR COMPUTER PROGRAMMER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	15	$20,810	$16,043	$23,333	$19,427	1	33	5	3	4
$250 TO $499 MILLION	11	$24,328	$16,511	$28,957	$25,000	2	32	7	4	4
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	9	$27,207	$21,696	$34,609	$28,808	15	32	6	4	4
ALL BANKS	43	$22,772	$17,855	$28,680	$22,360	5	33	6	3	5
316 COMPUTER PROGRAMMER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$16,172	$12,281	$20,102	$16,000	1	28	4	3	
$100 TO $249 MILLION	29	$18,229	$12,660	$20,055	$17,000	2	33	6	3	3
$250 TO $499 MILLION	14	$19,057	$13,727	$21,639	$18,356	2	31	4	3	
$500 TO $999 MILLION	5	$16,668	$14,812	$22,448	$16,165	5	28	2	1	
$1 BILLION AND OVER	10	$21,724	$18,164	$27,820	$22,189	14	27	4	2	
ALL BANKS	67	$18,372	$14,014	$21,960	$17,940	4	31	5	3	3
317 SR COMPUTER OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$13,467	$11,665	$17,840	$13,000	1	29	6	3	3
$100 TO $249 MILLION	24	$14,865	$11,075	$17,563	$14,700	1	32	7	4	2
$250 TO $499 MILLION	11	$16,990	$12,561	$18,781	$16,920	2	30	6	4	3
$500 TO $999 MILLION	6	$15,342	$12,490	$18,534	$15,120	2	33	9	5	10
$1 BILLION AND OVER	11	$20,335	$16,247	$24,913	$20,433	4	30	6	3	5
ALL BANKS	71	$15,732	$12,652	$19,663	$15,120	2	31	7	4	3

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$11,930 *	$9,988	$11,412	$10,920	1	36	8	2	1
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$12,122	$10,128	$12,307	$11,731	1	31	5	3	
$50 TO $99 MILLION	36	$10,753	$9,177	$12,782	$10,785	2	27	4	3	
$100 TO $249 MILLION	50	$11,500	$9,493	$14,244	$11,616	2	27	4	3	1
$250 TO $499 MILLION	21	$13,051	$10,468	$15,571	$13,025	3	28	6	3	
$500 TO $999 MILLION	7	$13,024	$10,816	$16,843	$12,390	4	29	6	3	
$1 BILLION AND OVER	12	$15,698	$13,388	$20,035	$15,461	8	27	4	2	
ALL BANKS	141	$12,015	$10,169	$14,946	$11,700	3	28	5	3	1
319 STAFF APPRAISER										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	9	$23,399	$17,670	$27,538	$21,300	1	54	11	8	
320 CONSUMER LOAN COLLECTOR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	10	$13,858	$12,431	$16,550	$13,780	1	34	6	1	
$50 TO $99 MILLION	50	$14,604	$11,242	$16,239	$13,750	1	34	5	2	1
$100 TO $249 MILLION	69	$14,455	$11,798	$17,467	$13,735	2	35	5	3	1
$250 TO $499 MILLION	29	$15,039	$12,207	$18,392	$14,576	3	34	5	3	3
$500 TO $999 MILLION	7	$15,386	$12,246	$18,781	$13,615	7	38	7	5	1
$1 BILLION AND OVER	16	$16,722	$13,788	$20,939	$16,248	12	36	7	5	4
ALL BANKS	190	$14,752	$12,063	$17,775	$14,071	3	35	5	3	2
321 PERSONNEL ASSISTANT										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$13,733	$11,537	$17,293	$13,850	1	37	8	3	8
$100 TO $249 MILLION	44	$14,865	$11,850	$17,824	$14,404	1	34	8	4	3
$250 TO $499 MILLION	21	$16,280	$13,221	$19,597	$16,400	1	36	8	3	2
$500 TO $999 MILLION	8	$15,229	$13,151	$19,494	$14,528	1	37	8	5	3
$1 BILLION AND OVER	7	$20,248	$17,308	$25,806	$18,640	1	39	8	3	6
ALL BANKS	100	$15,413	$12,654	$18,835	$15,400	1	35	8	4	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	14	$20,269	$16,875	$25,784	$19,733	2	36	7	2	2
ALL BANKS\	21	$18,875	$15,661	$24,203	$18,000	2	37	8	2	2
323 ASST BRANCH MANAGER (LARGE +31)										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$15,652	$12,572	$18,772	$15,000	1	36	8	4	6
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	20	$19,206	$14,358	$22,339	$17,338	3	41	11	5	19
324 ASST BRANCH MGR (MEDIUM 10-30)										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$15,845 *	$10,067	$15,550	$13,000	2	46	10	4	10
$100 TO $249 MILLION	27	$17,459	$14,284	$21,792	$17,000	1	40	12	4	12
$250 TO $499 MILLION	11	$18,484	$16,101	$23,706	$17,200	2	36	10	2	13
$500 TO $999 MILLION	9	$18,444	$15,617	$23,116	$17,203	6	36	10	3	19
$1 BILLION AND OVER	11	$19,100	$16,432	$24,646	$18,213	22	38	9	2	11
ALL BANKS	68	$17,771	$15,185	$22,674	$17,200	6	40	11	3	13
325 ASST BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$12,402 *	$9,570	$12,350	$12,294	2	35	5	3	3
$40 TO $49 MILLION	9	$13,441 *	$9,598	$12,325	$14,000 *	1	36	9	2	3
$50 TO $99 MILLION	28	$13,716	$12,641	$17,972	$13,500	2	43	11	4	5
$100 TO $249 MILLION	42	$15,221	$12,412	$20,167	$14,803	2	37	10	3	6
$250 TO $499 MILLION	14	$15,886	$13,846	$20,591	$16,100	3	39	9	3	6
$500 TO $999 MILLION	6	$16,400	$14,586	$22,372	$16,200	4	34	8	2	9
$1 BILLION AND OVER	9	$17,705	$14,863	$22,444	$17,118	14	37	10	2	6
ALL BANKS	118	$14,820	$12,918	$19,781	$14,678	3	38	10	3	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
326 ACCOUNTANT										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$14,436	$10,000	$16,000	$13,175	1	34	5	2	1
$100 TO $249 MILLION	22	$16,799	$12,772	$18,769	$17,256	1	33	6	3	4
$250 TO $499 MILLION	16	$18,432	$14,571	$22,141	$16,500	1	29	4	2	4
$500 TO $999 MILLION	7	$18,863	$15,645	$22,700	$18,512	2	32	4	3	
$1 BILLION AND OVER	14	$21,879	$19,045	$29,157	$20,375	3	28	4	2	4
ALL BANKS	72	$18,053	$15,464	$23,000	$17,600	2	31	5	3	3
327 OFFICER TRAINEE (B.A.)										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$13,097			$13,936	2	25	2	1	2
$50 TO $99 MILLION	19	$14,869	$12,974	$17,970	$15,000	1	25	2	1	3
$100 TO $249 MILLION	23	$14,592	$12,968	$18,830	$14,350	2	26	1	1	3
$250 TO $499 MILLION	11	$15,404	$13,161	$20,057	$15,000	2	26	4	4	5
$500 TO $999 MILLION	8	$14,773	$13,484	$20,000	$14,900	4	24	2	2	
$1 BILLION AND OVER	6	$17,826	$15,078	$22,484	$16,187	13	24	1	1	
ALL BANKS	82	$14,849	$13,247	$19,291	$14,900	3	25	2	2	3
328 OFFICER TRAINEE (M.A.)										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	8	$17,957	$16,625	$26,687	$17,000	4	28	2	1	
329 ADVERTISING OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$19,098	$13,455	$21,528	$17,460	1	46	12	5	1
$100 TO $249 MILLION	10	$19,616	$15,005	$22,867	$18,849	1	41	12	3	2
$250 TO $499 MILLION	10	$22,306	$17,654	$27,403	$21,000	1	41	6	3	2
$500 TO $999 MILLION	5	$25,500	$19,300	$29,125	$24,100	1	47	14	6	3
$1 BILLION AND OVER	9	$31,790	$24,682	$39,319	$31,500	1	40	5	4	3
ALL BANKS	50	$22,060	$18,837	$29,898	$20,700	1	43	9	4	2

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
UNDER $20 MILLION	5	$14,269			$14,796	1	33	5	2	3
$20 TO $29 MILLION	7	$14,305	$11,551	$15,430	$13,843	1	38	7	4	2
$30 TO $39 MILLION	6	$17,166			$16,700	1	52	15	5	3
$40 TO $49 MILLION	16	$17,625 *	$11,855	$16,981	$17,134 *	1	46	14	6	4
$50 TO $99 MILLION	53	$17,537	$13,963	$19,624	$17,300	1	42	13	4	5
$100 TO $249 MILLION	50	$18,960	$14,814	$22,795	$18,800	2	45	14	5	6
$250 TO $499 MILLION	11	$21,635	$17,659	$26,588	$21,625	3	45	12	6	8
$500 TO $999 MILLION	6	$20,815	$17,960	$29,030	$18,460	4	38	13	3	4
$1 BILLION AND OVER	5	$21,276	$18,413	$27,982	$20,750	10	37	10	6	
ALL BANKS	159	$18,259	$15,107	$22,524	$18,000	2	43	13	4	5
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	40	$37,730	$32,255	$43,920	$36,500	1	44	11	7	11
$20 TO $29 MILLION	42	$44,808	$38,419	$46,482	$44,000	1	47	14	8	17
$30 TO $39 MILLION	35	$49,936	$38,990	$53,263	$52,000	1	48	12	6	25
$40 TO $49 MILLION	46	$58,323	$39,461	$62,819	$52,200	1	49	17	8	28
$50 TO $99 MILLION	122	$61,077	$48,131	$78,031	$60,120	1	51	16	8	40
$100 TO $249 MILLION	109	$86,188	$59,600	$103,030	$83,000	1	51	17	7	81
$250 TO $499 MILLION	35	$107,975	$78,501	$121,493	$110,000	1	52	20	8	178
$500 TO $999 MILLION	10	$145,940	$98,590	$159,698	$145,500	1	55	24	10	423
$1 BILLION AND OVER	19	$208,307	$158,351	$268,997	$200,000	1	51	12	3	1,410
ALL BANKS	458	$73,939	$64,356	$103,718	$63,500 *	1	50	16	7	127
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	17	$32,323			$27,000	1	45	11	5	13
$20 TO $29 MILLION	17	$32,125	$26,676	$36,666	$28,990	1	39	8	5	13
$30 TO $39 MILLION	16	$36,666			$37,200	1	43	11	4	15
$40 TO $49 MILLION	21	$47,115	$30,596	$48,471	$42,000	1	45	14	7	27
$50 TO $99 MILLION	70	$46,739	$36,092	$57,305	$45,000	1	47	16	7	29
$100 TO $249 MILLION	67	$60,498	$43,651	$73,469	$57,000	1	47	14	5	72
$250 TO $499 MILLION	28	$74,177	$52,539	$76,900	$75,000	1	48	17	4	131
$500 TO $999 MILLION	8	$90,875	$65,205	$115,065	$86,000	1	53	28	8	424
$1 BILLION AND OVER	17	$148,101 *	$98,659	$147,687	$134,558	1	49	15	5	1,096
ALL BANKS	261	$58,691	$47,769	$74,524	$50,000	1	47	15	6	129
403 CHIEF FINANCIAL OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	11	$35,037	$34,112	$51,896	$31,500 *	1	39	12	6	13
$50 TO $99 MILLION	23	$34,891	$25,230	$41,644	$34,200	1	39	10	6	11
$100 TO $249 MILLION	54	$41,741	$31,153	$51,170	$40,000	1	42	13	5	13
$250 TO $499 MILLION	17	$51,443	$43,901	$60,821	$46,000	1	42	12	5	33
$500 TO $999 MILLION	10	$51,019	$41,390	$69,713	$52,500	1	43	16	6	24
$1 BILLION AND OVER	15	$85,200	$64,457	$101,243	$86,800	1	46	12	3	89
ALL BANKS	140	$45,913	$39,110	$61,955	$40,000	1	42	12	5	25

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	13	$25,169			$26,000	1	41	11	7	10
$20 TO $29 MILLION	22	$26,901	$22,920	$28,791	$27,000	1	44	14	7	11
$30 TO $39 MILLION	16	$27,211	$22,088	$34,550	$26,500	1	38	7	4	17
$40 TO $49 MILLION	23	$27,936	$25,815	$34,786	$28,000	1	38	10	4	15
$50 TO $99 MILLION	69	$32,131	$25,629	$39,968	$31,500	1	43	13	5	25
$100 TO $249 MILLION	73	$39,104	$30,739	$49,944	$37,000	1	44	15	6	42
$250 TO $499 MILLION	29	$45,742	$35,481	$54,617	$44,500	1	44	14	4	83
$500 TO $999 MILLION	10	$51,950	$36,866	$59,269	$49,200	1	43	11	6	79
$1 BILLION AND OVER	15	$67,260	$47,229	$74,952	$64,402	1	46	16	6	346
ALL BANKS	270	$36,754	$32,201	$49,948	$34,000	1	43	13	5	52
405 OPERATIONS OFFICER										
UNDER $20 MILLION	17	$17,612	$17,000	$27,000	$18,500	1	33	7	3	8
$20 TO $29 MILLION	20	$18,852	$17,963	$22,352	$17,076 *	1	46	13	6	8
$30 TO $39 MILLION	20	$19,809			$18,300	1	38	11	4	12
$40 TO $49 MILLION	30	$20,805			$18,000	1	38	11	4	8
$50 TO $99 MILLION	81	$21,398	$15,804	$24,881	$20,630	1	41	13	4	16
$100 TO $249 MILLION	83	$24,424	$19,634	$31,254	$23,000	2	41	14	5	21
$250 TO $499 MILLION	27	$29,090	$22,631	$35,453	$28,500	2	41	15	4	39
$500 TO $999 MILLION	5	$37,260	$28,625	$41,750	$38,500	1	46	25	8	65
$1 BILLION AND OVER	13	$43,164	$35,256	$56,846	$46,000	2	42	18	4	192
ALL BANKS	296	$23,615	$21,116	$32,256	$21,330	1	41	13	4	27
406 PERSONNEL OFFICER/DIRECTOR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	11	$19,771	$17,035	$25,569	$19,800	1	40	7	5	3
$50 TO $99 MILLION	50	$21,985	$19,358	$28,047	$20,600	1	42	13	5	13
$100 TO $249 MILLION	92	$25,794	$20,672	$33,328	$25,000	1	42	11	5	7
$250 TO $499 MILLION	35	$29,089	$24,860	$39,251	$28,000	1	46	10	6	4
$500 TO $999 MILLION	9	$44,489	$32,943	$54,133	$44,000	1	49	16	11	9
$1 BILLION AND OVER	18	$64,098	$48,655	$78,890	$61,900	1	49	17	7	34
ALL BANKS	223	$28,859	$26,303	$41,579	$25,100 *	1	43	12	5	10
407 MARKETING OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	9	$19,036			$19,800	1	38	7	4	1
$50 TO $99 MILLION	40	$25,649	$20,546	$30,593	$25,625	1	40	10	4	2
$100 TO $249 MILLION	59	$27,335	$20,814	$33,527	$26,500	1	39	8	4	3
$250 TO $499 MILLION	27	$38,187 *	$27,653	$40,880	$37,400	1	42	9	5	7
$500 TO $999 MILLION	6	$41,783 *	$27,966	$40,013	$35,100	1	41	12	5	6
$1 BILLION AND OVER	13	$52,951	$42,325	$70,697	$47,000	1	41	12	3	17
ALL BANKS	160	$30,627	$24,711	$39,252	$28,000	1	40	9	4	6

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
408 CONTROLLER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$21,475			$22,375	1	36	7	2	3
$40 TO $49 MILLION	13	$24,142	$18,000	$32,000	$22,000	1	38	14	6	12
$50 TO $99 MILLION	38	$26,871	$21,052	$34,419	$26,400	1	40	12	5	6
$100 TO $249 MILLION	62	$31,200	$23,471	$37,154	$31,200	1	39	10	5	6
$250 TO $499 MILLION	27	$37,026	$28,937	$43,953	$37,500	1	36	8	4	8
$500 TO $999 MILLION	8	$41,675	$31,750	$49,246	$39,700	1	44	17	6	9
$1 BILLION AND OVER	16	$55,509	$43,137	$71,942	$49,500	1	42	14	4	38
ALL BANKS	175	$32,757	$28,242	$45,164	$30,900	1	39	11	5	10
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	8	$14,736			$13,542	1	40	12	4	3
$20 TO $29 MILLION	9	$15,247			$15,500	1	38	7	3	4
$30 TO $39 MILLION	9	$13,739	$10,550	$14,850	$13,550	1	36	11	4	2
$40 TO $49 MILLION	6	$17,355 *	$12,730	$17,340	$15,420	1	39	12	8	4
$50 TO $99 MILLION	33	$18,191	$15,416	$20,742	$17,600	1	40	14	5	6
$100 TO $249 MILLION	31	$20,085	$16,397	$26,598	$20,000	1	40	13	5	6
$250 TO $499 MILLION	17	$22,298	$18,224	$27,539	$21,500	1	33	7	2	5
$500 TO $999 MILLION	5	$24,155	$20,243	$30,979	$23,300	1	33	9	2	6
$1 BILLION AND OVER	19	$34,784	$25,943	$43,100	$32,841	1	37	9	2	17
ALL BANKS	137	$20,924	$19,066	$29,688	$19,000 *	1	38	11	4	7
410 BRANCH ADMINISTRATION OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$20,118	$17,950	$28,400	$17,280 *	1	48	16	4	15
$100 TO $249 MILLION	29	$31,906	$26,710	$44,536	$31,820	1	41	15	3	32
$250 TO $499 MILLION	15	$33,009	$27,078	$40,706	$30,000	1	40	13	2	51
$500 TO $999 MILLION	9	$42,521	$36,833	$57,142	$37,192	1	41	13	3	130
$1 BILLION AND OVER	12	$49,620	$39,154	$61,565	$39,535	1	46	20	5	294
ALL BANKS	74	$34,979	$30,893	$48,819	$33,000	1	42	15	3	89
411 BRANCH MANAGER (LARGE +31)										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$25,619	$20,920	$33,923	$25,500	3	37	13	3	35
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$38,907	$34,167	$52,367	$33,500 *	2	46	13	5	35
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	22	$32,156	$27,453	$43,558	$28,493	3	41	13	4	30

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	24	$22,087	$18,253	$25,795	$21,500	1	44	13	5	11
$100 TO $249 MILLION	48	$24,121	$18,509	$29,240	$23,950	2	41	13	5	14
$250 TO $499 MILLION	16	$26,464	$20,429	$32,034	$27,400	3	41	17	6	18
$500 TO $999 MILLION	9	$27,581	$23,063	$37,933	$26,282	7	44	17	6	23
$1 BILLION AND OVER	12	$27,874	$22,328	$34,563	$26,820	22	40	13	5	12
ALL BANKS	113	$24,599	$19,927	$30,936	$24,939	5	42	13	5	14
413 BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	9	$16,770	$11,010	$18,800	$16,020	1	41	13	5	3
$30 TO $39 MILLION	16	$18,580	$14,883	$18,761	$18,000	1	39	10	4	4
$40 TO $49 MILLION	21	$20,851	$14,243	$20,963	$19,950	1	41	10	5	4
$50 TO $99 MILLION	69	$18,598	$14,663	$23,008	$17,620	2	42	11	4	5
$100 TO $249 MILLION	73	$20,716	$16,588	$26,087	$20,700	3	42	13	5	8
$250 TO $499 MILLION	18	$19,882	$15,741	$26,467	$20,500	7	42	15	5	16
$500 TO $999 MILLION	9	$26,717	$21,782	$33,780	$22,349	8	41	11	4	18
$1 BILLION AND OVER	9	$23,390	$19,930	$30,918	$23,724	17	38	13	3	7
ALL BANKS	227	$19,941	$16,205	$25,555	$19,500	4	41	12	5	7
414 DATA PROCESSING DIRECTOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$22,419	$14,995	$27,146	$20,300	1	35	9	5	6
$100 TO $249 MILLION	30	$34,064	$23,109	$37,166	$33,000	1	41	11	6	12
$250 TO $499 MILLION	22	$42,007	$30,397	$46,695	$42,800	1	42	15	7	16
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	10	$69,891	$51,600	$88,767	$71,300	1	45	10	3	128
ALL BANKS	90	$37,089	$29,488	$49,096	$36,000	1	41	11	5	24
415 COMPUTER CENTER MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$27,582	$17,785	$30,262	$27,000	1	39	9	3	12
$250 TO $499 MILLION	8	$24,506	$20,315	$29,726	$24,000	1	34	8	4	9
$500 TO $999 MILLION	5	$35,465	$25,840	$39,912	$32,725	1	41	16	7	27
$1 BILLION AND OVER	12	$49,732	$39,087	$61,768	$49,900	1	42	9	3	98
ALL BANKS	39	$33,082	$27,487	$43,536	$27,685	1	38	10	4	39

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$30,538	$21,516	$33,106	$31,500	1	37	9	4	4
$250 TO $499 MILLION	9	$34,011	$25,734	$39,565	$34,000	1	39	10	4	8
$500 TO $999 MILLION	5	$39,230	$28,035	$43,242	$39,000	1	38	10	6	11
$1 BILLION AND OVER	10	$48,064	$36,205	$59,213	$46,100	2	37	11	3	44
ALL BANKS	37	$36,553	$27,958	$44,495	$34,800	1	37	10	4	17
417 DP OPERATIONS SUPERVISOR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	19	$17,391	$12,495	$17,812	$16,341	1	36	11	3	5
$100 TO $249 MILLION	34	$19,372	$14,489	$21,499	$18,000	1	35	8	3	6
$250 TO $499 MILLION	11	$21,280	$14,307	$24,485	$22,176	1	39	13	5	10
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	11	$29,823	$22,900	$36,195	$30,701	2	35	11	3	21
ALL BANKS	91	$20,062	$16,234	$24,940	$18,500	1	36	10	4	8
418 PURCHASING MANAGER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$14,814	$12,280	$21,358	$13,970	1	44	11	4	2
$100 TO $249 MILLION	42	$18,460	$14,340	$21,830	$18,900	1	43	13	5	4
$250 TO $499 MILLION	23	$20,085	$16,450	$25,459	$17,340	1	43	11	4	4
$500 TO $999 MILLION	8	$28,486	$19,395	$33,480	$29,000	1	50	18	5	8
$1 BILLION AND OVER	16	$29,793	$22,471	$35,313	$31,300	1	48	22	8	7
ALL BANKS	108	$20,630	$16,809	$26,510	$19,188	1	44	13	5	5
419 COMMERCIAL CREDIT DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$24,727			$19,700	1	38	10	4	5
$100 TO $249 MILLION	37	$23,156	$17,616	$27,110	$22,750	1	38	9	3	4
$250 TO $499 MILLION	13	$28,297	$22,574	$36,288	$30,900	1	41	9	3	9
$500 TO $999 MILLION	8	$23,091	$17,720	$25,775	$22,200	1	46	17	5	4
$1 BILLION AND OVER	16	$38,969	$31,214	$50,508	$36,500	1	43	14	3	24
ALL BANKS	93	$26,484	$22,009	$34,352	$24,000	1	39	11	3	9

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
$20 TO $29 MILLION	8	$20,433 *	$21,940	$27,505	$18,845 *	1	33	9	4	2
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	7	$26,193	$20,360	$30,540	$25,000	1	43	12	8	4
$50 TO $99 MILLION	30	$27,040	$21,726	$35,475	$26,040	1	42	13	6	4
$100 TO $249 MILLION	66	$30,000	$22,762	$35,953	$28,750	1	44	14	6	8
$250 TO $499 MILLION	22	$36,430	$29,303	$43,694	$34,000	1	44	14	7	23
$500 TO $999 MILLION	7	$39,846	$27,656	$46,684	$36,000	1	47	16	9	34
$1 BILLION AND OVER	13	$36,707	$29,227	$47,586	$37,000	1	35	9	2	45
ALL BANKS	157	$30,702	$25,144	$39,445	$29,450	1	42	13	6	13
421 MORTGAGE LOAN DEPT MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$24,888	$18,780	$25,353	$24,600	1	46	15	7	2
$100 TO $249 MILLION	39	$30,490	$22,542	$36,589	$29,500	1	42	11	6	4
$250 TO $499 MILLION	19	$39,044	$28,157	$43,689	$36,500	1	45	16	5	4
$500 TO $999 MILLION	6	$33,322	$25,754	$41,050	$34,000	1	48	21	7	7
$1 BILLION AND OVER	10	$50,470	$38,594	$63,767	$43,800	1	45	13	4	16
ALL BANKS	95	$33,325	$26,313	$42,286	$31,000	1	44	14	6	5
422 COMMERCIAL LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	9	$35,000	$25,818	$ [illegible]	$35,000	1	44	14	5	5
$50 TO $99 MILLION	25	$34,229	$25,961	$41,143	$35,000	1	40	10	5	6
$100 TO $249 MILLION	56	$41,929	$30,228	$48,309	$41,900	1	42	10	5	10
$250 TO $499 MILLION	21	$45,680	$33,741	$52,341	$48,800	1	43	14	5	13
$500 TO $999 MILLION	8	$52,013	$36,020	$58,870	$51,500	1	45	16	7	16
$1 BILLION AND OVER	14	$62,295	$48,277	$77,081	$58,600	2	46	18	5	29
ALL BANKS	140	$42,481	$34,017	$54,944	$40,008	1	42	12	5	11
423 SR TRUST OFFICER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	8	$24,899			$24,592	1	49	12	4	1
$50 TO $99 MILLION	35	$31,958	$20,803	$36,859	$34,500	1	45	11	6	2
$100 TO $249 MILLION	67	$42,865	$30,928	$51,876	$42,492	1	46	11	7	8
$250 TO $499 MILLION	29	$49,521	$37,183	$56,942	$47,444	1	48	13	6	14
$500 TO $999 MILLION	9	$61,062	$44,950	$74,793	$61,500	1	50	17	8	29
$1 BILLION AND OVER	16	$82,147	$57,703	$97,927	$70,000	1	48	15	5	94
ALL BANKS	168	$45,124	$35,605	$60,350	$41,704	1	47	12	6	16

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	19	$16,944	$11,935	$21,317	$16,000	1	39	10	5	1
$100 TO $249 MILLION	42	$22,187	$17,143	$26,643	$20,300	1	42	12	4	5
$250 TO $499 MILLION	22	$26,947	$20,984	$32,482	$21,500	1	40	11	3	9
$500 TO $999 MILLION	8	$22,463	$18,437	$28,788	$21,000	1	47	16	7	9
$1 BILLION AND OVER	17	$45,516	$36,169	$58,490	$41,626	1	41	11	5	58
ALL BANKS	116	$25,308	$21,734	$34,560	$21,100 *	1	41	11	4	14
425 TELEPHONE SUPERVISOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	11	$19,406	$17,366	$25,530	$17,498	1	43	9	2	4
ALL BANKS	21	$17,474	$16,110	$23,314	$17,400	1	41	9	3	3
426 COMPENSATION & BENEFITS MGR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	11	$31,129	$26,196	$44,348	$29,800	1	40	12	4	6
ALL BANKS	22	$28,484	$24,066	$40,388	$25,175	1	40	12	4	5
427 PAYROLL SUPERVISOR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	13	$14,233	$11,635	$16,667	$14,400	1	38	12	5	2
$250 TO $499 MILLION	11	$15,637	$12,518	$17,666	$14,585	1	49	13	5	
$500 TO $999 MILLION	6	$17,495	$12,373	$17,858	$14,700	1	36	12	4	3
$1 BILLION AND OVER	16	$25,924	$20,635	$31,372	$24,500	1	45	19	5	4
ALL BANKS	54	$18,275	$15,172	$22,456	$16,484	1	42	14	4	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$23,281	$18,149	$27,094	$20,000	1	39	9	5	1
$100 TO $249 MILLION	35	$25,984	$19,299	$30,945	$25,688	1	38	12	6	2
$250 TO $499 MILLION	20	$31,685	$24,098	$36,517	$32,000	1	42	11	6	4
$500 TO $999 MILLION	7	$34,814	$25,858	$40,046	$36,000	1	42	15	8	6
$1 BILLION AND OVER	14	$50,555	$38,295	$65,606	$48,000	1	45	19	7	22
ALL BANKS	99	$30,167	$24,154	$39,302	$27,000	1	40	13	6	6
429 SECURITY MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$20,751	$16,000	$23,000	$20,500	1	46	10	5	13
$100 TO $249 MILLION	21	$22,495	$18,691	$29,540	$20,800	1	47	10	5	10
$250 TO $499 MILLION	18	$23,907	$18,265	$27,274	$21,000	1	49	14	5	11
$500 TO $999 MILLION	8	$23,754	$18,625	$30,250	$23,400	1	52	19	5	11
$1 BILLION AND OVER	14	$34,006	$26,161	$41,401	$32,000	1	45	11	4	27
ALL BANKS	74	$24,680	$20,488	$31,760	$22,750	1	47	12	5	15
430 CONSUMER LOAN COLLECTION MGR										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	18	$18,764	$14,090	$22,237	$17,000	1	36	5	4	2
$100 TO $249 MILLION	38	$18,399	$14,722	$21,823	$18,648	1	36	8	4	3
$250 TO $499 MILLION	21	$20,861	$17,144	$25,498	$22,500	1	38	8	4	4
$500 TO $999 MILLION	6	$23,758	$19,057	$32,450	$24,200	1	37	10	3	14
$1 BILLION AND OVER	16	$31,897	$24,740	$38,740	$28,159	1	45	11	4	24
ALL BANKS	104	$21,295	$17,466	$26,840	$19,916	1	38	8	4	7
431 TRAINING DIRECTOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	15	$16,502	$13,883	$20,592	$16,900	1	35	8	2	2
$250 TO $499 MILLION	10	$17,472	$15,245	$23,468	$17,000	1	40	9	3	1
$500 TO $999 MILLION	6	$20,585	$17,571	$26,800	$20,000	1	36	8	3	1
$1 BILLION AND OVER	15	$29,445	$24,409	$37,972	$29,000	1	37	7	2	6
ALL BANKS	52	$20,830	$18,508	$28,417	$19,600	1	36	7	2	4

GEOGRAPHIC REGION V RESULTS -- 1984

432 EMPLOYMENT MANAGER	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$29,328	$22,836	$35,751	$23,700	1	44	12	7	2
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	14	$32,314	$25,670	$39,632	$30,200	1	39	10	3	10
ALL BANKS	29	$28,767	$23,051	$35,586	$27,200	1	41	10	4	7
433 SR BUSINESS DEVELOPMENT OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$47,867	$38,767	$61,267	$42,500	1	50	4	4	1
$100 TO $249 MILLION	14	$36,044	$26,172	$37,167	$39,000 *	1	49	16	3	6
$250 TO $499 MILLION	13	$34,649	$23,986	$37,651	$35,100	1	47	12	5	2
$500 TO $999 MILLION	8	$32,413	$27,260	$51,325	$31,400	2	58	13	9	2
$1 BILLION AND OVER	7	$43,463	$34,627	$53,468	$49,788	2	43	19	5	7
ALL BANKS	52	$36,717	$28,982	$45,343	$37,500	1	50	12	5	4
434 SR INTERNATIONAL BANKING OFFICR										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	13	$64,742	$41,928	$68,283	$57,000	1	44	9	3	33
ALL BANKS	19	$55,209	$36,623	$57,610	$52,200	1	44	10	4	24
435 SR INVESTMENT OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$39,050	$35,000	$42,500	$37,400	1	55	27	14	1
$100 TO $249 MILLION	35	$33,068	$24,090	$37,303	$31,600	1	44	14	5	3
$250 TO $499 MILLION	21	$40,667	$29,826	$45,767	$40,000	1	47	10	6	3
$500 TO $999 MILLION	7	$51,047	$34,828	$56,804	$48,000	1	49	12	6	6
$1 BILLION AND OVER	14	$70,465	$50,178	$84,682	$62,608	1	46	12	8	19
ALL BANKS	87	$42,631	$33,829	$53,864	$40,000	1	47	14	6	7

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION V RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
436 SR CORRESPONDENT BANKING OFFICR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$41,354	$30,785	$47,019	$41,772	1	49	20	8	7
$500 TO $999 MILLION	5	$48,902	$35,775	$64,600	$45,000	1	47	18	5	4
$1 BILLION AND OVER	7	$60,214	$43,484	$73,775	$56,150	1	45	10	4	7
ALL BANKS	22	$47,929	$37,144	$62,111	$45,000	1	45	13	5	6

Region VI East-South Central

Alabama
Kentucky
Mississippi
Tennessee

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$9,271			$9,150	2				
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$8,046	$7,540	$9,205	$7,800	4				
$50 TO $99 MILLION	17	$8,809	$8,370	$11,215	$8,730	3				
$100 TO $249 MILLION	15	$8,580	$7,577	$10,202	$8,250	5				
$250 TO $499 MILLION	7	$9,530	$7,839	$11,596	$9,240	9				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	64	$8,861	$7,836	$10,708	$8,659	5				
102 GENERAL CLERK										
UNDER $20 MILLION	6	$9,146	$8,000	$10,000	$8,736	2				
$20 TO $29 MILLION	5	$9,766	$7,140	$11,250	$10,130	3				
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$9,227	$7,280	$10,816	$9,000	3				
$50 TO $99 MILLION	17	$9,761	$7,421	$12,005	$9,850	6				
$100 TO $249 MILLION	16	$9,975	$7,959	$12,301	$9,565	12				
$250 TO $499 MILLION	6	$10,049	$7,988	$12,713	$10,222	30				
$500 TO $999 MILLION	5	$8,855	$7,720	$11,661	$8,760	21				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	67	$9,742	$7,873	$12,145	$9,593	14				
103 CLERK TYPIST										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$9,690	$9,173	$11,443	$8,820 *	3				
$100 TO $249 MILLION	8	$9,778	$8,146	$11,798	$9,630	3				
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	31	$9,618	$8,449	$12,127	$9,690	5				
104 DATA ENTRY OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$9,589	$8,860	$12,610	$9,600	2				
$100 TO $249 MILLION	16	$9,864	$8,588	$12,111	$9,739	3				
$250 TO $499 MILLION	6	$11,297	$8,511	$12,920	$10,842	4				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	51	$9,929	$8,557	$12,448	$9,830	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
$50 TO $99 MILLION	5	$8,586 *	$9,540	$12,180	$8,400 *	1				
$100 TO $249 MILLION	13	$9,811	$7,355	$10,669	$9,150	2				
$250 TO $499 MILLION	7	$9,026	$7,672	$11,642	$8,550	3				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	31	$9,274	$7,677	$11,025	$9,000	2				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	7	$12,514			$12,900	2				
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	6	$17,176			$17,500	1				
$50 TO $99 MILLION	13	$13,138	$11,806	$16,412	$12,900	1				
$100 TO $249 MILLION	11	$14,898	$11,397	$17,446	$15,250	1				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$12,602	$9,420	$14,410	$13,500	1				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	55	$13,924	$10,830	$15,880	$13,500	2				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	6	$10,065			$9,600	2				
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	6	$10,688			$9,900	2				
$50 TO $99 MILLION	15	$11,138	$9,510	$14,009	$11,185	3				
$100 TO $249 MILLION	18	$11,180	$9,291	$13,519	$10,712	2				
$250 TO $499 MILLION	7	$11,617	$9,498	$14,197	$10,840	2				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	65	$11,124	$9,274	$13,580	$11,000	3				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	10	$9,603	$8,880	$9,648	$9,300	1				
$20 TO $29 MILLION	13	$9,822	$8,314	$10,915	$9,600	1				
$30 TO $39 MILLION	5	$10,444			$10,357	2				
$40 TO $49 MILLION	10	$10,453	$9,034	$11,976	$10,020	2				
$50 TO $99 MILLION	24	$9,993	$8,883	$12,175	$9,689	2				
$100 TO $249 MILLION	20	$9,573	$8,013	$11,546	$9,134	4				
$250 TO $499 MILLION	8	$9,476	$8,397	$12,410	$9,239	8				
$500 TO $999 MILLION	5	$9,011	$7,840	$12,090	$9,110	15				
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	97	$9,798	$8,395	$11,729	$9,600	4				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	14	$10,184	$9,174	$13,488	$9,984	2				
110 BOOKKEEPING MACHINE OPERATOR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	15	$10,456	$8,751	$12,918	$10,708	2				
111 MAINTENANCE SERVICE WORKER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$11,264 *	$7,990	$11,010	$11,490 *	1				
$100 TO $249 MILLION	12	$10,324	$8,248	$12,345	$10,140	1				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	32	$11,269	$8,911	$13,174	$10,504	2				
112 CUSTODIAN										
UNDER $20 MILLION	7	$10,824			$11,000	1				
$20 TO $29 MILLION	6	$8,147			$7,020	1				
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	8	$8,528	$7,040	$9,381	$8,320	2				
$50 TO $99 MILLION	13	$8,846	$8,108	$11,532	$8,489	2				
$100 TO $249 MILLION	6	$8,994	$7,936	$10,422	$9,240	4				
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	49	$9,199	$7,606	$10,035	$9,048	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$8,559	$7,826	$9,537	$8,166	1				
$100 TO $249 MILLION	17	$9,967	$7,640	$10,857	$9,550	1				
$250 TO $499 MILLION	5	$8,905	$7,613	$11,810	$9,420	3				
$500 TO $999 MILLION	5	$9,078	$7,755	$10,770	$9,690	3				
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	44	$9,404	$7,760	$10,812	$9,264	2				
114 SECURITY GUARD										
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	10	$10,584	$8,954	$13,854	$9,684	5				
201 SAFE DEPOSIT CLERK										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$10,223	$8,734	$11,434	$10,000	1				
$100 TO $249 MILLION	15	$11,344	$8,749	$12,468	$10,680	1				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$10,156	$8,055	$11,676	$10,162	1				
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	38	$10,635	$8,574	$11,969	$10,504	2				
202 RECEPTIONIST										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$8,822	$8,160	$11,388	$8,400	1				
$100 TO $249 MILLION	8	$9,745	$8,664	$12,217	$9,600	2				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$9,808	$8,380	$11,715	$9,300	6				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	39	$9,560	$8,625	$12,085	$9,660	2				

GEOGRAPHIC REGION VI RESULTS -- 1984

203 NEW ACCOUNTS REPRESENTATIVE	NO OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$10,749	$8,000	$11,662	$11,050	2				
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	7	$10,352	$8,452	$11,030	$10,620	2				
$50 TO $99 MILLION	20	$11,503	$10,755	$14,391	$10,761	3				
$100 TO $249 MILLION	20	$11,422	$9,349	$13,863	$10,994	7				
$250 TO $499 MILLION	7	$11,396	$8,737	$13,245	$11,160	8				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	71	$11,320	$9,513	$13,758	$11,100	5				
204 TELEPHONE OPERATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	20	$9,350	$8,778	$12,037	$9,600	1				
$100 TO $249 MILLION	20	$9,211	$7,933	$11,216	$9,120	1				
$250 TO $499 MILLION	7	$10,568	$8,133	$12,207	$10,088	2				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	61	$9,491	$8,264	$11,676	$9,600	1				
205 SECRETARY										
UNDER $20 MILLION	8	$10,115	$8,072	$11,525	$9,600	1				
$20 TO $29 MILLION	7	$9,205			$9,000	1				
$30 TO $39 MILLION	5	$10,236			$9,420	2				
$40 TO $49 MILLION	9	$10,532	$8,528	$12,792	$10,920	1				
$50 TO $99 MILLION	21	$10,836	$9,200	$13,176	$10,470	4				
$100 TO $249 MILLION	20	$11,054	$9,159	$13,546	$10,500	4				
$250 TO $499 MILLION	8	$11,275	$8,820	$13,266	$11,026	15				
$500 TO $999 MILLION	5	$11,283	$8,595	$13,760	$11,580	24				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	87	$10,717	$9,042	$13,469	$10,700	7				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	9	$13,414	$10,000	$14,000	$13,200	1				
$20 TO $29 MILLION	8	$13,051 *	$10,412	$12,456	$13,080 *	1				
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$17,524 *	$9,984	$14,560	$17,500 *	1				
$50 TO $99 MILLION	20	$15,389	$11,896	$16,742	$14,520	2				
$100 TO $249 MILLION	17	$15,414	$11,834	$18,534	$14,600	2				
$250 TO $499 MILLION	6	$14,903	$11,362	$18,110	$14,266	4				
$500 TO $999 MILLION	5	$15,090	$11,327	$17,773	$15,470	5				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	77	$15,043	$11,604	$17,403	$14,600	2				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
207 LEGAL SECRETARY										
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$13,725	$9,211	$14,190	$12,792	1				
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	14	$13,051	$9,880	$15,127	$12,186	1				
208 UNIVERSAL TELLER										
UNDER $20 MILLION	11	$9,356	$6,835	$10,508	$8,902	4				
$20 TO $29 MILLION	10	$9,755	$8,808	$11,651	$9,275	5				
$30 TO $39 MILLION	5	$18,560			$9,398	9				
$40 TO $49 MILLION	9	$9,907 *	$5,924	$8,038	$9,697 *	11				
$50 TO $99 MILLION	24	$9,473	$8,112	$13,167	$9,700	15				
$100 TO $249 MILLION	19	$9,658	$8,135	$11,939	$9,119	25				
$250 TO $499 MILLION	8	$9,138	$7,961	$11,710	$8,840	44				
$500 TO $999 MILLION	5	$10,322	$8,655	$13,460	$10,314	96				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	94	$10,097	$8,049	$12,006	$9,400	26				
209 HEAD TELLER										
UNDER $20 MILLION	13	$11,326			$10,800	2				
$20 TO $29 MILLION	13	$11,993	$8,450	$12,972	$12,000	2				
$30 TO $39 MILLION	5	$13,535			$13,500	2				
$40 TO $49 MILLION	9	$14,711 *	$9,984	$14,560	$14,400	2				
$50 TO $99 MILLION	19	$13,440	$11,370	$15,818	$12,850	2				
$100 TO $249 MILLION	21	$11,831	$9,656	$14,082	$11,330	5				
$250 TO $499 MILLION	7	$12,348	$10,154	$16,131	$12,240	9				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	95	$12,537	$10,023	$14,557	$12,000	5				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$34,865			$35,000	1	39	7	3	4
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$31,526	$31,316	$43,705	$30,000 *	1	41	11	4	9
$100 TO $249 MILLION	16	$42,791	$32,453	$53,295	$38,850	1	45	14	5	14
$250 TO $499 MILLION	6	$38,601	$25,085	$42,130	$37,600	2	42	14	6	7
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	51	$37,733	$30,230	$46,530	$36,000	1	43	13	6	9

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$26,598	$19,885	$28,783	$26,352	2	40	11	4	12
$100 TO $249 MILLION	17	$27,744	$19,255	$32,579	$27,800	2	38	8	4	3
$250 TO $499 MILLION	6	$28,786	$20,267	$34,400	$27,650	4	37	10	4	1
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	54	$26,560	$20,030	$32,761	$26,352	2	39	10	4	6
303 SR CONSUMER LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$24,818			$25,000	1	44	11	5	6
$50 TO $99 MILLION	12	$29,048			$27,500	1	41	12	5	11
$100 TO $249 MILLION	15	$32,264	$23,055	$35,957	$31,512	1	45	12	5	15
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	48	$28,672	$24,508	$33,627	$28,926	2	44	12	5	12
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	5	$17,763			$19,020	1	32	4	3	3
$20 TO $29 MILLION	10	$17,870	$16,500	$19,000	$16,500	1	35	4	3	3
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	7	$18,091			$20,075	1	36	5	3	2
$50 TO $99 MILLION	15	$19,150	$18,108	$23,692	$18,068 *	2	36	8	3	10
$100 TO $249 MILLION	18	$20,939	$15,076	$26,675	$18,552	3	42	12	6	15
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	69	$19,296	$15,522	$23,847	$18,552	3	37	8	4	8
305 SR MORTGAGE LOAN OFFICER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	10	$31,618	$25,548	$37,292	$30,000	1	41	11	6	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
$50 TO $99 MILLION	8	$21,590	$16,813	$26,000	$22,000	1	40	9	4	3
$100 TO $249 MILLION	6	$23,538	$16,688	$27,497	$20,000	1	36	7	2	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	22	$22,820	$16,297	$26,284	$22,000	1	39	8	3	2
307 TRUST ACCOUNT ADMINISTRATOR										
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$25,055	$17,348	$28,798	$24,200	2	38	9	6	17
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	20	$24,124	$16,669	$27,655	$21,900	2	39	11	6	10
308 CORPORATE TRUST OFFICER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	14	$29,488	$20,517	$33,686	$29,808	2	46	15	9	4
309 PERSONAL TRUST OFFICER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$24,787	$16,421	$25,362	$19,500	1	48	11	4	4
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	20	$25,800	$17,741	$27,797	$26,000	2	43	11	4	2

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	9	$34,778			$28,000	1	39	12	10	5
311 INTERNAL AUDITOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$17,797	$12,831	$20,245	$17,280	1	35	7	3	1
$100 TO $249 MILLION	16	$20,809	$14,922	$22,719	$17,900	1	38	9	4	1
$250 TO $499 MILLION	5	$22,126 *	$14,800	$21,900	$20,750	1	32	9	5	4
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	45	$19,461	$14,869	$23,170	$17,325	1	36	8	3	3
312 LOAN REVIEW OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$18,241	$13,250	$19,300	$17,100	1	37	7	2	5
$100 TO $249 MILLION	12	$26,735	$20,646	$34,643	$21,000	1	41	7	4	20
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	35	$23,847	$18,174	$28,818	$20,100	1	39	8	4	8
313 BUSINESS DEVELOPMENT OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	15	$19,179	$13,518	$20,473	$16,600	1	44	10	3	1

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	6	$27,294	$20,381	$33,071	$27,300	3	37	6	3	3
315 SR COMPUTER PROGRAMMER										
$100 TO $249 MILLION	8	$23,900	$18,831	$28,797	$20,112	1	31	4	2	4
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	16	$24,364	$18,606	$29,543	$23,504	3	32	6	4	5
316 COMPUTER PROGRAMMER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$14,636	$10,329	$16,503	$15,264	2	26	4	2	
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	23	$16,201	$12,873	$20,401	$15,850	4	29	4	3	1
317 SR COMPUTER OPERATOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$14,289	$11,363	$16,389	$14,839	2	34	8	5	4
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	20	$14,141	$11,408	$17,647	$14,000	2	33	6	4	3

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$9,698 *	$9,865	$13,084	$9,600 *	2	27	3	2	
$100 TO $249 MILLION	13	$11,170	$9,614	$14,108	$11,580	3	26	3	3	5
$250 TO $499 MILLION	5	$12,470	$9,656	$14,331	$12,240	2	30	3	3	
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	40	$11,008	$9,706	$13,920	$11,424	3	27	3	2	3
319 STAFF APPRAISER		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
320 CONSUMER LOAN COLLECTOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$13,917	$12,260	$18,240	$13,500	1	35	5	4	1
$100 TO $249 MILLION	16	$13,818	$10,881	$17,247	$12,600	2	37	5	3	1
$250 TO $499 MILLION	6	$13,862	$12,304	$20,540	$13,200	4	32	3	2	3
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	50	$13,866	$11,606	$18,197	$13,020	3	35	5	3	2
321 PERSONNEL ASSISTANT										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$12,950	$10,394	$16,394	$13,250	1	33	9	3	2
$250 TO $499 MILLION	6	$14,369	$11,250	$17,030	$14,400	1	37	9	5	2
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	21	$13,815	$10,936	$17,334	$14,140	1	35	8	4	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS — 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO. OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	8	$19,528	$14,712	$22,664	$15,000	1	38	14	6	22
323 ASST BRANCH MANAGER (LARGE +31)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
324 ASST BRANCH MGR (MEDIUM 10-30)										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$16,378	$12,956	$20,542	$16,400	2	41	13	4	15
$250 TO $499 MILLION	6	$19,528	$16,775	$27,260	$19,500	2	40	7	2	14
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	21	$17,844	$14,614	$24,049	$17,950	4	40	11	4	12
325 ASST BRANCH MANAGER (SMALL -10)										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$13,926	$12,450	$16,778	$13,134	2	36	11	3	3
$100 TO $249 MILLION	13	$14,963	$11,599	$19,059	$14,173	3	39	11	4	7
$250 TO $499 MILLION	5	$17,974 *	$10,800	$15,600	$18,000 *	5	41	12	3	7
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	38	$15,177	$12,319	$18,647	$14,173	3	39	12	3	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
326 ACCOUNTANT										
$50 TO $99 MILLION	5	$21,044 *	$10,000	$14,500	$17,400 *	1	35	8	4	8
$100 TO $249 MILLION	5	$16,764	$14,256	$22,032	$16,320	1	33	7	2	3
$250 TO $499 MILLION	5	$19,029 *	$10,800	$15,600	$20,000 *	1	41	5	2	8
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	20	$18,902	$14,299	$21,977	$17,400	2	35	7	3	6
327 OFFICER TRAINEE (B.A.)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	20	$13,584	$11,966	$17,432	$13,792	5	25	3	1	2
328 OFFICER TRAINEE (M.A.)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
329 ADVERTISING OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	10	$20,478	$14,241	$25,054	$19,000	1	39	8	6	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$14,777	$10,800	$17,400	$14,520	1	45	18	6	5
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	18	$16,129	$13,270	$20,307	$15,675	1	43	16	6	4
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	14	$39,686			$37,900	1	42	9	4	12
$20 TO $29 MILLION	13	$52,092			$50,000	2	48	13	7	19
$30 TO $39 MILLION	5	$56,908			$59,040	1	49	16	14	35
$40 TO $49 MILLION	10	$50,998			$49,500	1	56	20	13	39
$50 TO $99 MILLION	24	$63,957	$52,739	$67,761	$60,000	1	51	19	10	45
$100 TO $249 MILLION	20	$84,425	$60,145	$93,244	$82,000	1	51	22	9	74
$250 TO $499 MILLION	8	$113,484	$55,000	$123,260	$110,000	1	53	18	10	242
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	102	$74,536	$65,162	$100,815	$60,000 *	1	51	18	9	128
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	5	$31,900			$35,000	1	38	12	4	9
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$32,036			$31,900	1	40	14	8	26
$40 TO $49 MILLION	6	$40,513			$36,300	1	48	14	9	35
$50 TO $99 MILLION	18	$43,470	$35,447	$46,287	$41,750	1	47	17	7	28
$100 TO $249 MILLION	15	$59,564	$54,427	$84,925	$59,000	1	49	16	6	72
$250 TO $499 MILLION	8	$69,813	$58,277	$102,417	$75,000	1	49	17	4	188
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	65	$55,343	$48,088	$73,041	$49,000	1	47	16	6	106
403 CHIEF FINANCIAL OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$33,600			$35,400	1	51	19	6	12
$100 TO $249 MILLION	12	$46,114	$39,105	$65,160	$41,000	1	45	9	5	12
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	35	$41,083	$38,558	$60,816	$37,000 *	1	48	14	7	53

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	6	$22,613			$20,000	1	41	10	4	7
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$28,953			$28,848	1	45	13	8	18
$50 TO $99 MILLION	18	$29,128	$28,213	$41,145	$27,500 *	1	40	13	6	27
$100 TO $249 MILLION	17	$42,483	$31,377	$49,678	$40,850	1	43	16	5	46
$250 TO $499 MILLION	6	$45,250	$32,000	$70,000	$40,000	1	44	21	6	71
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	61	$34,678	$32,229	$47,886	$32,500	1	42	15	6	39
405 OPERATIONS OFFICER										
UNDER $20 MILLION	6	$18,748			$17,920	1	37	9	3	10
$20 TO $29 MILLION	6	$18,324			$16,500	1	35	11	3	11
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$18,506			$17,640	2	47	18	9	11
$50 TO $99 MILLION	10	$17,932	$14,995	$19,265	$15,600	1	44	14	5	8
$100 TO $249 MILLION	13	$24,851	$20,939	$36,976	$24,500	2	38	11	5	33
$250 TO $499 MILLION	6	$23,475	$18,500	$31,750	$19,500	5	42	14	10	31
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	55	$21,452	$19,919	$33,619	$19,620 *	2	40	13	5	26
406 PERSONNEL OFFICER/DIRECTOR										
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$22,937	$16,100	$24,790	$21,500	1	44	15	4	8
$100 TO $249 MILLION	18	$24,647	$17,363	$28,684	$22,400	1	41	11	6	18
$250 TO $499 MILLION	8	$29,713	$21,450	$34,507	$29,700	1	46	16	7	4
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	50	$26,970	$24,009	$37,224	$24,000 *	1	44	13	6	12
407 MARKETING OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$26,408			$29,484	1	44	12	5	7
$100 TO $249 MILLION	13	$25,709	$18,728	$30,472	$27,000	1	37	11	5	2
$250 TO $499 MILLION	5	$29,380	$24,620	$47,930	$26,000	1	43	11	4	3
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	39	$28,151	$23,316	$37,699	$27,400	1	41	11	4	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
408 CONTROLLER										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$24,887			$22,575	1	34	10	3	3
$100 TO $249 MILLION	9	$30,757	$28,165	$45,682	$30,500	1	36	8	4	5
$250 TO $499 MILLION	5	$31,460	$27,818	$44,062	$31,500	1	37	12	6	5
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	34	$31,771	$29,130	$49,737	$30,000	1	38	11	4	8
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$15,993	$12,496	$20,000	$16,080	1	38	15	5	5
$100 TO $249 MILLION	10	$20,742	$15,818	$24,629	$17,160	2	46	19	9	4
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	29	$18,730	$15,758	$22,665	$16,800	1	41	15	7	5
410 BRANCH ADMINISTRATION OFFICER										
$50 TO $99 MILLION	5	$19,841	$14,000	$27,127	$20,400	1	48	22	2	20
$100 TO $249 MILLION	12	$33,699 •	$33,783	$54,437	$33,100 •	1	43	16	5	44
$250 TO $499 MILLION	6	$37,450	$29,000	$52,500	$37,300	1	43	17	3	83
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	29	$35,779	$33,621	$51,356	$35,520	1	44	16	4	83
411 BRANCH MANAGER (LARGE +31)										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	10	$35,995	$27,304	$44,159	$32,170	3	47	19	11	35

• A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$24,928	$17,699	$28,129	$24,200	2	46	16	6	15
$250 TO $499 MILLION	7	$27,274	$24,295	$40,443	$26,500	2	44	11	4	15
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	30	$25,705	$20,958	$33,562	$25,065	4	43	13	6	14
413 BRANCH MANAGER (SMALL -10)										
$20 TO $29 MILLION	7	$17,933			$15,000	1	40	9	4	3
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	8	$18,219 *	$11,880	$13,800	$16,728 *	2	44	16	9	5
$50 TO $99 MILLION	19	$17,798	$15,340	$21,246	$17,700	3	39	10	3	4
$100 TO $249 MILLION	17	$20,328	$14,802	$25,586	$18,860	5	43	12	4	10
$250 TO $499 MILLION	8	$22,190	$19,338	$30,340	$22,250	6	42	14	4	7
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	69	$19,469	$16,102	$25,081	$18,860	4	41	12	5	7
414 DATA PROCESSING DIRECTOR										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$32,321	$31,150	$43,950	$34,200	1	36	6	5	11
$250 TO $499 MILLION	6	$37,317			$38,000	1	41	8	5	15
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	26	$34,656	$34,414	$56,160	$34,896	1	40	9	5	31
415 COMPUTER CENTER MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	8	$22,413	$19,951	$31,760	$19,296 *	1	35	7	2	8

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	10	$33,664	$24,933	$41,267	$31,800	1	39	11	5	12
417 DP OPERATIONS SUPERVISOR										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$22,170			$23,100	1	36	8	4	9
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$21,033	$18,914	$31,417	$19,250	1	35	7	3	13
418 PURCHASING MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$12,152 *	$12,650	$17,400	$12,788	1	38	6	2	4
$100 TO $249 MILLION	11	$17,681 *	$12,429	$17,620	$14,976	1	41	11	6	14
$250 TO $499 MILLION	5	$18,045	$13,188	$20,283	$18,000	1	43	13	8	2
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	31	$17,398	$14,253	$21,185	$15,750	1	42	12	5	8
419 COMMERCIAL CREDIT DEPT MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$17,463			$16,080	1	37	9	4	3
$100 TO $249 MILLION	9	$29,813	$20,596	$32,534	$26,600	1	43	10	3	5
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	30	$27,872	$23,530	$37,078	$26,600	1	41	10	4	9

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$22,361			$26,000	1	45	17	8	3
$100 TO $249 MILLION	11	$30,313	$24,772	$41,313	$30,600	1	42	9	5	17
$250 TO $499 MILLION	6	$34,367	$27,818	$44,062	$30,500	1	46	15	3	17
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	40	$27,437	$26,891	$43,613	$27,600	1	43	13	5	11
421 MORTGAGE LOAN DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	17	$31,872	$26,014	$36,822	$28,500	1	39	7	4	6
422 COMMERCIAL LOAN DEPT MANAGER										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	11	$46,100	$36,808	$57,397	$42,500	1	43	11	5	19
$250 TO $499 MILLION	6	$41,167	$35,152	$63,062	$41,000	1	43	16	3	14
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	35	$39,499	$37,474	$57,205	$41,000	1	41	12	5	15
423 SR TRUST OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$32,340	$26,900	$47,000	$28,200	1	42	13	8	3
$100 TO $249 MILLION	15	$38,813	$26,487	$43,289	$36,750	1	44	10	4	12
$250 TO $499 MILLION	7	$44,500	$35,152	$63,062	$47,000	1	48	11	8	10
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	37	$42,124	$33,698	$55,658	$40,000	1	46	12	5	16

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$16,969			$17,500	1	42	12	5	2
$100 TO $249 MILLION	11	$26,843	$21,429	$36,440	$22,870	1	41	11	6	12
$250 TO $499 MILLION	7	$21,986	$15,220	$24,760	$20,000	1	42	11	6	3
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	36	$24,097	$22,581	$37,802	$20,800 *	1	42	11	6	12
425 TELEPHONE SUPERVISOR										
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	5	$17,180	$14,487	$19,500	$16,680	1	38	10	2	2
426 COMPENSATION & BENEFITS MGR										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	7	$24,273	$19,620	$30,060	$23,000	1	43	15	6	4
427 PAYROLL SUPERVISOR										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$15,097	$13,808	$20,762	$13,620 *	1	45	16	10	1
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	14	$16,052	$15,263	$21,014	$15,000 *	1	47	16	8	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$27,238	$20,963	$32,380	$27,825	1	39	14	8	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	20	$27,102	$22,067	$34,067	$27,825	1	41	13	6	6
429 SECURITY MANAGER										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$22,789	$14,989	$24,139	$23,400	1	49	17	6	7
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	21	$23,228	$18,208	$29,402	$23,400	1	48	12	6	11
430 CONSUMER LOAN COLLECTION MGR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$20,738			$15,900	1	43	9	4	2
$100 TO $249 MILLION	10	$20,142	$12,951	$21,103	$18,300	1	38	7	3	2
$250 TO $499 MILLION	8	$22,643	$17,537	$28,303	$21,750	1	43	9	3	9
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	32	$20,774	$15,269	$24,184	$18,900	1	40	8	4	7
431 TRAINING DIRECTOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$15,407	$13,912	$22,491	$14,000	1	35	8	3	1
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	16	$17,726	$16,452	$26,439	$14,500 *	1	37	8	3	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VI RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	7	$27,214	$19,900	$30,940	$26,000	1	41	21	8	16
433 SR BUSINESS DEVELOPMENT OFFICER										
$100 TO $249 MILLION	5	$27,712			$26,000	1	48	5	2	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	12	$35,822			$37,260	1	47	10	6	12
434 SR INTERNATIONAL BANKING OFFICR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
435 SR INVESTMENT OFFICER										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	14	$47,361	$39,774	$61,673	$41,000	1	46	17	6	18
436 SR CORRESPONDENT BANKING OFFICR										
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	10	$38,725	$33,718	$54,661	$36,000	1	41	15	4	3

Region VII West-North Central

Iowa
Kansas
Minnesota
Missouri
Nebraska
North Dakota
South Dakota

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	5	$9,398	$6,700	$10,000	$8,350	2				
$20 TO $29 MILLION	6	$8,420 *	$8,779	$10,579	$8,000 *	2				
$30 TO $39 MILLION	5	$8,356 *	$8,500	$10,500	$8,400 *	1				
$40 TO $49 MILLION	8	$9,016	$7,944	$10,084	$8,700	2				
$50 TO $99 MILLION	21	$9,844	$8,544	$11,553	$9,541	3				
$100 TO $249 MILLION	30	$9,241	$8,075	$11,501	$9,356	5				
$250 TO $499 MILLION	8	$9,675	$8,685	$12,576	$9,615	3				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	88	$9,345	$8,263	$11,624	$9,300	4				
102 GENERAL CLERK										
UNDER $20 MILLION	7	$10,057			$9,240	1				
$20 TO $29 MILLION	9	$10,820	$8,790	$12,215	$10,800	1				
$30 TO $39 MILLION	13	$10,034	$8,109	$12,025	$10,200	3				
$40 TO $49 MILLION	8	$9,769	$8,011	$12,683	$9,312	4				
$50 TO $99 MILLION	29	$10,978	$8,802	$12,727	$11,091	4				
$100 TO $249 MILLION	26	$10,726	$8,637	$12,522	$10,608	7				
$250 TO $499 MILLION	8	$10,313	$8,990	$13,397	$10,393	11				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	107	$10,583	$8,666	$12,908	$10,560	8				
103 CLERK TYPIST										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	7	$10,538	$7,416	$12,000	$10,000	1				
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$10,792	$9,384	$12,899	$10,524	2				
$100 TO $249 MILLION	16	$10,158	$8,661	$12,626	$10,400	3				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	59	$10,528	$8,965	$13,165	$10,530	4				
104 DATA ENTRY OPERATOR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$9,518	$7,452	$10,679	$9,600	1				
$40 TO $49 MILLION	7	$11,033	$8,943	$12,220	$10,796	1				
$50 TO $99 MILLION	21	$10,589	$8,807	$12,433	$10,250	2				
$100 TO $249 MILLION	24	$10,545	$8,685	$13,382	$10,656	2				
$250 TO $499 MILLION	5	$11,818	$9,951	$14,694	$11,652	2				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	74	$10,782	$8,957	$13,310	$10,700	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$8,863	$8,118	$10,913	$8,700	2				
$100 TO $249 MILLION	19	$8,808	$8,162	$11,536	$8,100 *	1				
$250 TO $499 MILLION	8	$9,428	$8,115	$11,833	$9,464	2				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	45	$9,152	$8,230	$11,662	$9,152	2				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	8	$14,013			$12,480	1				
$30 TO $39 MILLION	10	$12,764	$9,513	$13,868	$12,000	1				
$40 TO $49 MILLION	13	$13,885	$11,823	$15,220	$13,666	2				
$50 TO $99 MILLION	27	$14,653	$11,221	$17,189	$14,000	1				
$100 TO $249 MILLION	23	$13,598	$11,219	$15,886	$13,620	2				
$250 TO $499 MILLION	6	$15,201	$13,018	$19,475	$14,520	1				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	98	$14,175	$11,603	$17,087	$13,666	3				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	6	$10,533	$7,950	$13,750	$9,256	1				
$20 TO $29 MILLION	10	$10,093	$8,410	$11,933	$9,130	2				
$30 TO $39 MILLION	12	$10,280	$8,315	$12,020	$10,230	3				
$40 TO $49 MILLION	15	$11,355	$9,086	$11,923	$11,170	2				
$50 TO $99 MILLION	38	$10,958	$9,273	$13,502	$10,710	3				
$100 TO $249 MILLION	35	$11,517	$9,468	$13,930	$11,400	3				
$250 TO $499 MILLION	9	$12,362	$10,062	$15,016	$12,420	3				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	131	$11,162	$9,280	$13,628	$11,280	3				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	13	$10,591			$10,800	1				
$20 TO $29 MILLION	21	$10,030	$8,505	$12,175	$10,560	1				
$30 TO $39 MILLION	21	$10,306	$8,376	$11,782	$10,200	1				
$40 TO $49 MILLION	19	$9,747	$8,480	$11,773	$9,840	2				
$50 TO $99 MILLION	47	$10,395	$8,874	$12,531	$10,140	2				
$100 TO $249 MILLION	42	$10,284	$8,742	$12,733	$9,900	4				
$250 TO $499 MILLION	9	$10,542	$9,007	$13,108	$9,945	6				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	178	$10,281	$8,771	$12,606	$10,088	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$11,159	$9,845	$14,459	$10,020	1				
$100 TO $249 MILLION	16	$12,205	$10,039	$14,503	$11,731	2				
$250 TO $499 MILLION	7	$11,776	$10,179	$15,863	$11,400	2				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	42	$11,805	$10,059	$14,919	$11,600	2				
110 BOOKKEEPING MACHINE OPERATOR										
UNDER $20 MILLION	7	$10,166	$7,500	$17,500	$9,000	1				
$20 TO $29 MILLION	5	$9,828	$9,070	$10,960	$9,600	2				
$30 TO $39 MILLION	6	$10,771	$7,904	$11,357	$9,568	1				
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$11,359	$9,421	$14,733	$10,947	2				
$100 TO $249 MILLION	6	$9,285	$7,932	$11,265	$9,318	3				
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	34	$10,399	$8,706	$12,772	$9,900	2				
111 MAINTENANCE SERVICE WORKER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$13,135	$9,576	$14,830	$13,800	1				
$100 TO $249 MILLION	15	$13,191	$9,092	$13,222	$13,200	1				
$250 TO $499 MILLION	6	$11,201	$9,339	$13,685	$10,753	2				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	40	$12,942	$9,394	$14,047	$12,500	2				
112 CUSTODIAN										
UNDER $20 MILLION	9	$8,451	$7,500	$15,000	$8,320	1				
$20 TO $29 MILLION	8	$9,874			$9,880	1				
$30 TO $39 MILLION	7	$9,582	$8,450	$11,450	$10,400	1				
$40 TO $49 MILLION	8	$10,653	$9,360	$12,126	$10,704	2				
$50 TO $99 MILLION	23	$11,191	$8,532	$13,366	$11,700	2				
$100 TO $249 MILLION	20	$11,966	$8,897	$12,518	$11,400	2				
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	81	$10,762	$8,703	$12,817	$10,704	3				

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
113 MESSENGER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$10,468	$7,917	$12,022	$10,036	1				
$100 TO $249 MILLION	23	$9,883	$7,839	$11,429	$9,240	1				
$250 TO $499 MILLION	6	$10,006	$8,813	$12,769	$9,200	2				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	51	$9,896	$8,068	$11,933	$9,660	2				
114 SECURITY GUARD										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$16,106	$12,691	$17,387	$16,500	9				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	25	$14,522	$11,463	$17,119	$13,464	9				
201 SAFE DEPOSIT CLERK										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	7	$10,890	$8,922	$12,508	$10,800	1				
$40 TO $49 MILLION	7	$10,867	$10,604	$12,667	$11,160	1				
$50 TO $99 MILLION	31	$10,984	$9,063	$12,739	$11,000	1				
$100 TO $249 MILLION	39	$11,069	$8,897	$13,053	$10,980	1				
$250 TO $499 MILLION	9	$11,457	$9,385	$13,939	$11,440	2				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	99	$11,048	$9,082	$13,092	$11,000	1				
202 RECEPTIONIST										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	14	$10,276	$8,699	$12,362	$9,552	1				
$40 TO $49 MILLION	13	$10,526	$9,359	$13,035	$9,752	1				
$50 TO $99 MILLION	21	$10,309	$8,868	$13,193	$10,400	1				
$100 TO $249 MILLION	18	$10,761	$9,192	$13,199	$10,380	1				
$250 TO $499 MILLION	7	$10,656	$9,479	$14,135	$10,470	2				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$11,554	$10,315	$15,683	$12,000	7				
ALL BANKS	88	$10,517	$9,240	$13,463	$10,348	2				

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
203 NEW ACCOUNTS REPRESENTATIVE										
UNDER $20 MILLION	5	$11,793			$11,280	1				
$20 TO $29 MILLION	10	$11,066	$8,583	$14,100	$10,800	2				
$30 TO $39 MILLION	17	$11,221	$8,633	$12,492	$10,620	2				
$40 TO $49 MILLION	15	$12,288	$10,132	$13,917	$12,000	2				
$50 TO $99 MILLION	41	$12,596	$9,548	$14,194	$11,800	2				
$100 TO $249 MILLION	37	$12,257	$10,235	$15,395	$12,002	4				
$250 TO $499 MILLION	9	$14,161	$12,902	$18,812	$13,272	4				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	139	$12,310	$10,111	$15,134	$11,877	3				
204 TELEPHONE OPERATOR										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$9,692	$8,036	$9,977	$9,600	1				
$40 TO $49 MILLION	5	$9,715	$8,939	$11,294	$10,233	1				
$50 TO $99 MILLION	26	$9,781	$8,401	$11,665	$9,550	1				
$100 TO $249 MILLION	36	$10,145	$8,671	$12,500	$10,129	1				
$250 TO $499 MILLION	7	$11,024	$8,589	$12,604	$10,673	1				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	89	$10,203	$8,671	$12,389	$10,164	1				
205 SECRETARY										
UNDER $20 MILLION	10	$10,734	$10,680	$12,865	$10,348 *	1				
$20 TO $29 MILLION	17	$11,614	$9,711	$14,644	$11,500	2				
$30 TO $39 MILLION	13	$11,326	$8,909	$13,149	$11,100	2				
$40 TO $49 MILLION	15	$13,128	$10,337	$14,330	$13,200	2				
$50 TO $99 MILLION	41	$13,068	$9,510	$13,893	$11,336	3				
$100 TO $249 MILLION	39	$12,336	$9,731	$14,719	$12,300	4				
$250 TO $499 MILLION	9	$11,892	$10,428	$15,382	$11,810	5				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$14,126	$11,373	$18,135	$14,106	31				
ALL BANKS	152	$12,391	$9,881	$14,652	$11,910	4				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	9	$13,559			$13,778	1				
$20 TO $29 MILLION	15	$12,477	$9,929	$15,088	$12,300	1				
$30 TO $39 MILLION	14	$13,899	$10,294	$15,189	$13,980	1				
$40 TO $49 MILLION	11	$13,081 *	$10,061	$13,055	$13,680 *	1				
$50 TO $99 MILLION	40	$15,205	$12,321	$17,583	$15,240	1				
$100 TO $249 MILLION	39	$15,337	$11,756	$18,135	$15,200	2				
$250 TO $499 MILLION	8	$16,309	$12,565	$18,156	$14,560	2				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$18,787	$12,969	$19,340	$18,400	4				
ALL BANKS	143	$14,786	$11,768	$17,430	$14,430	2				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
207 LEGAL SECRETARY										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$13,767	$10,156	$15,993	$13,344	2				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	16	$13,619	$10,500	$15,512	$13,104	2				
208 UNIVERSAL TELLER										
UNDER $20 MILLION	27	$10,112	$9,105	$12,884	$10,320	3				
$20 TO $29 MILLION	28	$10,672	$8,871	$12,482	$10,424	4				
$30 TO $39 MILLION	23	$10,302	$8,349	$12,014	$10,200	7				
$40 TO $49 MILLION	22	$10,455	$8,600	$12,343	$10,200	7				
$50 TO $99 MILLION	48	$11,392	$8,660	$13,035	$9,990	12				
$100 TO $249 MILLION	41	$10,576	$8,893	$13,438	$10,268	19				
$250 TO $499 MILLION	8	$11,295	$9,802	$14,584	$11,302	18				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	203	$10,738	$8,881	$13,183	$10,320	12				
209 HEAD TELLER										
UNDER $20 MILLION	20	$12,481 *	$13,000	$15,000	$12,000 *	1				
$20 TO $29 MILLION	19	$14,050 *	$9,548	$13,972	$13,000	1				
$30 TO $39 MILLION	20	$12,645	$9,422	$13,832	$12,180	1				
$40 TO $49 MILLION	19	$13,843	$11,763	$15,035	$13,000	1				
$50 TO $99 MILLION	45	$14,469	$11,370	$16,696	$14,000	1				
$100 TO $249 MILLION	36	$14,780	$11,488	$17,429	$13,896	2				
$250 TO $499 MILLION	7	$13,808	$11,757	$18,391	$14,630	2				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	172	$13,941	$11,200	$16,493	$13,228	2				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	5	$24,240			$24,000	1	32	6	4	3
$20 TO $29 MILLION	17	$32,327	$27,090	$39,300	$34,000	1	42	10	4	2
$30 TO $39 MILLION	11	$30,680	$23,617	$38,581	$29,100	1	40	10	3	9
$40 TO $49 MILLION	14	$34,238 *	$22,380	$32,540	$34,100 *	1	41	10	5	5
$50 TO $99 MILLION	36	$35,750	$28,220	$46,049	$33,928	1	43	10	5	6
$100 TO $249 MILLION	35	$41,019	$32,837	$49,771	$40,000	1	43	11	5	9
$250 TO $499 MILLION	7	$43,814	$35,443	$56,706	$43,200	2	43	8	4	11
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	128	$36,325	$29,579	$46,233	$35,000	1	42	10	5	7

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	7	$20,698			$21,000	1	28	2	1	11
$20 TO $29 MILLION	15	$28,148	$26,732	$30,799	$27,000	1	43	9	7	2
$30 TO $39 MILLION	10	$25,542	$23,200	$33,300	$24,200	1	32	3	3	2
$40 TO $49 MILLION	15	$26,630	$20,960	$31,640	$27,720	1	40	6	4	4
$50 TO $99 MILLION	34	$26,362	$19,912	$30,893	$25,430	2	34	5	3	4
$100 TO $249 MILLION	33	$28,807	$20,607	$32,806	$27,500	2	36	7	3	3
$250 TO $499 MILLION	7	$32,414	$25,120	$40,184	$33,750	2	34	4	2	1
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	127	$27,396	$21,732	$33,557	$27,000	2	36	6	4	3
303 SR CONSUMER LOAN OFFICER										
UNDER $20 MILLION	5	$23,442			$21,008	1	45	5	3	1
$20 TO $29 MILLION	8	$27,700	$22,140	$27,740	$25,400	1	40	4	3	2
$30 TO $39 MILLION	8	$25,808	$19,231	$30,336	$25,000	1	42	12	5	2
$40 TO $49 MILLION	13	$27,226	$23,464	$33,820	$27,000	1	40	8	5	2
$50 TO $99 MILLION	21	$27,175	$19,495	$33,210	$26,000	1	45	13	7	3
$100 TO $249 MILLION	20	$33,811	$24,865	$39,242	$30,600	1	45	14	8	5
$250 TO $499 MILLION	5	$28,607	$24,714	$36,858	$27,000	1	49	15	2	9
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	83	$28,792	$22,468	$34,219	$27,750	1	43	11	6	4
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	5	$19,660			$17,299	1	36	7	5	6
$20 TO $29 MILLION	14	$20,658			$20,700	1	37	9	3	2
$30 TO $39 MILLION	9	$19,450	$15,648	$26,662	$17,100	1	32	7	4	3
$40 TO $49 MILLION	12	$18,762	$17,263	$22,852	$18,000	1	39	7	2	3
$50 TO $99 MILLION	41	$21,058	$16,636	$25,015	$21,033	2	39	9	6	3
$100 TO $249 MILLION	34	$22,055	$16,024	$25,240	$19,500	2	37	9	5	3
$250 TO $499 MILLION	8	$19,844	$16,820	$26,221	$21,170	2	40	14	8	6
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	129	$20,992	$17,207	$26,273	$20,500	2	38	9	5	3
305 SR MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$31,433	$25,800	$34,300	$30,591	1	42	10	8	2
$100 TO $249 MILLION	9	$36,367 *	$29,785	$36,300	$38,000 *	1	42	12	6	4
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
ALL BANKS	33	$33,273	$27,613	$36,589	$33,500	1	42	11	6	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	8	$20,751	$18,835	$26,276	$19,000	1	42	11	5	2
$50 TO $99 MILLION	15	$24,331 *	$16,013	$23,367	$25,000 *	1	39	8	4	3
$100 TO $249 MILLION	18	$24,108	$18,348	$27,804	$23,300	1	40	10	5	2
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	52	$23,685	$18,423	$27,578	$23,300	1	41	10	5	2
307 TRUST ACCOUNT ADMINISTRATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$21,700 *	$22,840	$28,620	$16,600 *	1	42	12	4	4
$100 TO $249 MILLION	14	$25,990	$19,416	$31,108	$25,050	1	41	11	5	2
$250 TO $499 MILLION	5	$32,890	$26,813	$39,848	$33,050	1	42	9	9	2
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	34	$26,391	$22,995	$34,294	$25,050	1	42	12	7	3
308 CORPORATE TRUST OFFICER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$32,285	$25,359	$34,080	$33,000	1	38	5	5	4
$250 TO $499 MILLION	6	$42,527	$32,925	$46,349	$34,860	1	45	13	8	9
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	22	$35,231	$28,230	$38,856	$33,000	2	41	9	6	5
309 PERSONAL TRUST OFFICER										
$50 TO $99 MILLION	8	$20,619 *	$20,945	$28,299	$18,750 *	1	34	8	5	3
$100 TO $249 MILLION	18	$24,958	$17,488	$30,204	$25,100	1	39	7	3	5
$250 TO $499 MILLION	8	$27,214	$22,842	$35,704	$26,000	1	44	12	7	2
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	39	$25,408	$20,801	$33,777	$25,100	2	40	9	4	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	8	$35,970	$33,945	$51,645	$32,942 *	1	42	9	9	2
311 INTERNAL AUDITOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$17,574	$17,000	$25,000	$14,520 *	2	45	13	3	2
$50 TO $99 MILLION	12	$20,993	$15,904	$21,974	$20,000	1	39	13	4	3
$100 TO $249 MILLION	26	$19,709	$15,449	$25,123	$19,050	1	37	10	4	1
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	55	$20,038	$16,991	$26,561	$19,050	1	37	11	4	5
312 LOAN REVIEW OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$20,780	$15,824	$25,267	$19,500	1	35	5	2	5
$100 TO $249 MILLION	13	$24,193	$19,495	$27,636	$20,000	1	34	6	2	3
$250 TO $499 MILLION	6	$24,662	$20,218	$32,375	$24,892	1	35	5	2	5
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	40	$22,561	$19,099	$29,217	$20,400	1	34	5	2	4
313 BUSINESS DEVELOPMENT OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$18,185	$16,600	$23,700	$19,800	1	40	6	2	3
$100 TO $249 MILLION	12	$28,474	$17,304	$29,475	$22,833	1	45	6	5	1
$250 TO $499 MILLION	5	$26,110	$22,244	$33,144	$30,000	1	47	11	2	2
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	29	$25,327	$19,421	$30,732	$22,000	1	46	9	4	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$24,716	$24,000	$48,000	$21,000 *	1	35	4	4	4
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$24,574	$20,673	$33,361	$23,700	3	36	5	3	4
315 SR COMPUTER PROGRAMMER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$28,506	$19,753	$38,040	$29,000	1	34	6	6	
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	13	$24,452	$19,729	$33,994	$24,760	3	33	5	4	2
316 COMPUTER PROGRAMMER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$16,772	$12,018	$20,430	$16,495	2	29	3	2	3
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	20	$18,308	$15,086	$23,792	$17,082	3	30	4	3	3
317 SR COMPUTER OPERATOR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$16,967	$10,848	$18,916	$17,000	1	31	8	4	3
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	30	$15,484	$12,641	$19,109	$14,840	2	32	8	3	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
UNDER $20 MILLION	11	$11,653			$10,200	1	38	6	4	2
$20 TO $29 MILLION	7	$11,090	$9,500	$11,650	$10,600	1	36	7	3	1
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$11,574	$10,682	$14,679	$11,160	3	28	4	4	3
$100 TO $249 MILLION	19	$12,824	$10,473	$15,767	$12,600	2	29	4	3	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	63	$12,188	$10,909	$15,778	$12,000	3	31	5	3	2
319 STAFF APPRAISER		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
320 CONSUMER LOAN COLLECTOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$15,576	$13,256	$19,428	$14,600	1	42	6	3	1
$100 TO $249 MILLION	18	$16,388	$12,519	$18,818	$15,630	1	32	5	3	2
$250 TO $499 MILLION	7	$14,508	$13,136	$19,451	$14,460	1	35	14	2	3
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	41	$15,614	$12,937	$19,270	$15,000	2	34	7	2	2
321 PERSONNEL ASSISTANT										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$14,536	$11,021	$18,660	$12,600	1	32	5	4	3
$100 TO $249 MILLION	19	$14,989	$12,040	$18,504	$15,000	1	36	9	3	2
$250 TO $499 MILLION	5	$15,313	$13,635	$21,023	$14,760	1	34	14	3	2
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	44	$15,089	$12,361	$19,111	$14,955	1	35	8	3	3

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	9	$18,580	$16,581	$25,340	$19,000	1	37	5	4	1
323 ASST BRANCH MANAGER (LARGE +31)										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	5	$23,528	$22,617	$35,533	$21,120 *	2	41	13	3	14
324 ASST BRANCH MGR (MEDIUM 10-30)										
$100 TO $249 MILLION	8	$17,039	$16,590	$27,498	$17,000	2	38	11	4	10
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	13	$19,317 *	$20,518	$30,666	$18,648 *	2	37	10	3	10
325 ASST BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$14,976			$15,000	1	42	12	3	4
$50 TO $99 MILLION	17	$14,276	$10,247	$15,424	$13,000	1	38	6	4	4
$100 TO $249 MILLION	15	$15,208	$11,537	$19,933	$14,184	1	35	7	3	5
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	41	$14,824	$10,951	$18,175	$14,040	1	39	8	3	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
326 ACCOUNTANT										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$19,395	$15,330	$24,948	$19,000	1	32	7	2	3
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	20	$19,710	$16,326	$25,916	$18,900	1	32	7	3	3
327 OFFICER TRAINEE (B.A.)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	5	$12,560			$12,000	1	28	1	1	
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$17,833	$13,860	$20,790	$15,500	1	26	1	1	
$100 TO $249 MILLION	7	$13,719	$12,710	$22,260	$14,400	3	24	2	1	
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TØ $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	31	$15,564	$14,170	$22,108	$15,300	2	25	2	1	
328 OFFICER TRAINEE (M.A.)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
329 ADVERTISING OFFICER										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$19,334	$16,150	$24,900	$19,000	1	42	10	5	
$100 TO $249 MILLION	7	$18,221	$12,900	$21,624	$20,400	1	37	4	3	
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	18	$19,894	$18,233	$28,399	$19,000	1	39	7	3	1

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	6	$16,621	$15,018	$16,890	$15,333	1	43	13	4	2
$50 TO $99 MILLION	22	$16,079	$12,668	$20,277	$16,200	1	44	12	5	3
$100 TO $249 MILLION	24	$19,204	$15,492	$24,698	$17,104	2	48	17	5	3
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
ALL BANKS	62	$17,081	$14,357	$22,735	$16,200	1	46	14	5	3
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	36	$36,201 *	$38,000	$54,000	$36,000 *	1	49	15	9	7
$20 TO $29 MILLION	28	$49,837	$46,240	$64,140	$49,900	1	49	16	8	14
$30 TO $39 MILLION	23	$56,336	$42,320	$66,720	$55,000	1	49	12	8	23
$40 TO $49 MILLION	24	$54,443	$45,141	$67,925	$52,500	1	53	19	12	25
$50 TO $99 MILLION	51	$62,033	$47,443	$77,612	$61,143	1	51	17	10	23
$100 TO $249 MILLION	40	$84,666	$60,835	$91,794	$78,000	1	51	17	9	66
$250 TO $499 MILLION	8	$126,938	$103,411	$151,366	$108,000	1	51	14	4	181
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	216	$64,259	$57,987	$87,931	$59,700	1	50	16	6	8
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	16	$27,404 *	$40,000	$64,000	$25,000 *	2	43	11	6	6
$20 TO $29 MILLION	10	$35,670			$35,000	1	48	16	4	17
$30 TO $39 MILLION	9	$43,442 *	$20,000	$40,000	$41,500 *	1	45	16	5	19
$40 TO $49 MILLION	8	$47,826 *	$32,208	$45,864	$46,212 *	1	54	23	9	16
$50 TO $99 MILLION	25	$48,539	$31,767	$55,775	$45,897	1	47	18	8	24
$100 TO $249 MILLION	27	$60,736	$46,340	$74,996	$60,000	1	48	18	6	31
$250 TO $499 MILLION	8	$77,019	$61,281	$92,671	$75,000	1	49	11	2	137
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	107	$50,269	$48,930	$78,513	$48,500 *	1	47	17	6	31
403 CHIEF FINANCIAL OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$33,713	$21,342	$35,436	$32,100	1	44	11	3	19
$40 TO $49 MILLION	6	$31,422	$29,200	$42,700	$31,632	1	35	8	4	12
$50 TO $99 MILLION	11	$34,722	$27,000	$39,500	$34,000	1	43	10	7	21
$100 TO $249 MILLION	17	$40,415	$31,454	$51,639	$41,000	1	39	13	5	14
$250 TO $499 MILLION	7	$53,871	$42,939	$58,148	$50,000	1	40	7	3	9
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	57	$40,243	$34,231	$51,113	$38,800	1	40	11	5	14

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	9	$22,146			$21,500	1	45	11	8	4
$20 TO $29 MILLION	15	$25,280 *	$18,533	$25,200	$25,200	1	40	13	5	10
$30 TO $39 MILLION	9	$28,196	$19,800	$30,400	$29,000	1	49	17	8	14
$40 TO $49 MILLION	14	$29,374	$21,881	$31,140	$27,400	1	41	11	6	16
$50 TO $99 MILLION	31	$31,943	$25,231	$41,620	$31,500	1	44	13	5	15
$100 TO $249 MILLION	30	$39,537	$33,982	$52,634	$39,300	1	46	15	6	35
$250 TO $499 MILLION	6	$47,667	$44,180	$64,562	$44,000 *	1	41	14	4	78
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	120	$34,064	$32,307	$49,501	$33,000	1	44	14	6	36
405 OPERATIONS OFFICER										
UNDER $20 MILLION	18	$17,014 *	$22,833	$24,317	$15,000 *	1	39	12	5	5
$20 TO $29 MILLION	16	$18,305	$13,575	$18,700	$15,800	1	41	12	4	8
$30 TO $39 MILLION	17	$20,070	$15,239	$22,666	$19,200	1	40	12	4	12
$40 TO $49 MILLION	11	$23,108	$17,185	$25,547	$19,900	1	44	13	5	13
$50 TO $99 MILLION	34	$21,733	$18,100	$27,298	$19,500	2	42	13	5	11
$100 TO $249 MILLION	34	$23,805	$18,507	$30,414	$22,100	2	41	11	4	18
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	139	$21,825	$18,906	$29,075	$20,900	2	41	12	5	13
406 PERSONNEL OFFICER/DIRECTOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$22,530	$20,000	$32,448	$20,200	1	50	16	7	14
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	22	$23,982	$18,524	$30,740	$21,700	1	42	12	4	8
$100 TO $249 MILLION	26	$25,111	$21,849	$33,246	$24,420	1	40	8	4	7
$250 TO $499 MILLION	7	$35,391	$30,159	$47,512	$32,000	1	45	9	4	5
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	71	$27,155	$23,256	$36,378	$25,000	1	43	11	4	9
407 MARKETING OFFICER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$16,984 *	$21,600	$32,400	$14,568 *	1	44	11	4	
$40 TO $49 MILLION	5	$25,048	$19,000	$26,800	$25,440	1	36	6	4	4
$50 TO $99 MILLION	23	$25,675	$21,133	$35,223	$24,360	1	41	9	4	2
$100 TO $249 MILLION	24	$29,216	$21,969	$34,166	$29,000	1	42	7	4	3
$250 TO $499 MILLION	7	$33,724	$27,440	$40,967	$32,265	1	39	7	2	2
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	71	$28,063	$23,014	$35,945	$26,400	1	41	8	4	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MEAN SALARY RANGE MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
408 CONTROLLER										
$20 TO $29 MILLION	5	$20,180	$16,350	$26,000	$18,000	1	40	12	6	7
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$35,434	$26,760	$40,080	$36,288	1	47	13	9	4
$50 TO $99 MILLION	7	$28,554	$22,963	$32,384	$26,640	1	35	9	4	3
$100 TO $249 MILLION	17	$30,021	$23,460	$37,486	$30,000	1	40	14	7	3
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	43	$30,563	$24,411	$38,106	$30,000	1	40	12	6	5
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	5	$16,381 *	$18,000	$30,000	$15,600 *	1	52	19	8	3
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	8	$13,836	$12,583	$15,253	$13,392	1	38	8	2	4
$50 TO $99 MILLION	12	$15,016	$11,049	$18,778	$14,604	1	40	13	8	7
$100 TO $249 MILLION	12	$19,588	$15,356	$22,115	$20,000	1	39	13	5	5
$250 TO $499 MILLION	6	$23,529	$20,831	$31,430	$26,000	1	28	5	3	4
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	52	$18,558	$16,669	$25,243	$16,000 *	1	38	12	5	5
410 BRANCH ADMINISTRATION OFFICER										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$33,071	$25,508	$42,035	$30,000	1	42	16	3	30
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	13	$33,940	$27,833	$44,711	$30,000	1	42	18	3	29
411 BRANCH MANAGER (LARGE +31)										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	5	$36,915	$32,390	$50,698	$37,000	3	49	19	5	17

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	12	$23,485	$21,024	$32,320	$21,000 *	2	42	12	6	11
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	21	$29,016	$26,032	$41,887	$25,667 *	2	43	14	5	11
413 BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	7	$20,307	$16,020	$22,470	$20,250	2	51	14	7	5
$50 TO $99 MILLION	28	$19,755	$15,713	$23,190	$18,300	1	41	12	5	4
$100 TO $249 MILLION	24	$20,725	$16,931	$24,955	$19,750	2	41	10	4	5
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	73	$20,333	$17,556	$26,258	$19,274	2	43	12	5	5
414 DATA PROCESSING DIRECTOR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$28,966			$27,000	1	37	5	3	11
$100 TO $249 MILLION	13	$29,817	$23,505	$37,831	$33,000	1	37	12	8	8
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	30	$30,924	$27,068	$41,149	$29,500	1	37	10	6	20
415 COMPUTER CENTER MANAGER										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$23,928	$18,180	$35,010	$21,400	1	37	9	6	8
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	18	$27,758	$24,016	$40,279	$27,600	1	37	9	5	16

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$34,316	$23,200	$51,550	$30,744	1	38	6	4	5
$250 TO $499 MILLION	5	$33,986	$27,103	$42,727	$38,000	1	37	7	3	6
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$37,375	$27,509	$45,940	$39,500	1	38	8	4	15
417 DP OPERATIONS SUPERVISOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$18,898	$15,225	$25,375	$18,000	1	37	7	2	6
$100 TO $249 MILLION	12	$20,283	$13,522	$21,688	$18,480	1	32	6	3	8
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	33	$19,442	$15,969	$23,701	$18,480	1	35	8	3	8
418 PURCHASING MANAGER										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$14,672	$11,602	$19,275	$13,698	1	47	9	3	3
$250 TO $499 MILLION	5	$17,183	$14,555	$22,698	$14,700	1	44	19	6	4
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	24	$17,746	$13,984	$22,659	$14,976	1	46	14	5	3
419 COMMERCIAL CREDIT DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$30,993	$27,796	$44,444	$25,700 *	1	35	8	2	4
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	23	$27,728	$23,226	$36,314	$25,700	1	41	9	4	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	7	$23,691 *	$15,000	$23,420	$20,000	1	38	4	6	3
$40 TO $49 MILLION	6	$23,577	$21,500	$31,040	$21,500	1	40	9	4	2
$50 TO $99 MILLION	16	$26,541	$20,359	$29,516	$25,500	1	42	14	8	5
$100 TO $249 MILLION	19	$33,018	$25,149	$40,669	$34,500	1	44	13	7	6
$250 TO $499 MILLION	5	$27,972	$24,709	$38,818	$26,500	1	35	9	5	10
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	59	$28,539	$23,516	$35,496	$29,520	1	41	12	7	5
421 MORTGAGE LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$32,358	$24,471	$40,932	$35,000	1	40	11	5	3
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	23	$30,500	$24,199	$38,716	$32,220	1	41	12	7	2
422 COMMERCIAL LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	8	$35,830	$30,400	$43,367	$35,832	1	43	13	9	6
$50 TO $99 MILLION	13	$41,528	$31,774	$49,712	$42,600	1	41	7	4	7
$100 TO $249 MILLION	18	$47,048	$34,091	$57,134	$46,500	1	43	12	4	8
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	52	$44,052	$34,843	$56,054	$45,000	1	43	10	5	7
423 SR TRUST OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	20	$34,358	$21,824	$39,302	$36,200	1	43	10	7	2
$100 TO $249 MILLION	25	$43,992	$34,121	$52,158	$44,500	1	41	8	6	6
$250 TO $499 MILLION	6	$48,483	$40,574	$59,277	$48,800	1	45	11	4	16
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	61	$43,304	$34,895	$54,052	$41,600	1	43	9	6	19

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$17,460			$18,036	1	38	8	3	3
$100 TO $249 MILLION	13	$24,628	$19,198	$33,069	$21,500	1	40	11	4	5
$250 TO $499 MILLION	6	$24,950	$21,365	$32,915	$22,800	1	38	11	6	7
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	36	$24,753	$19,681	$34,754	$21,500	1	41	12	4	19
425 TELEPHONE SUPERVISOR										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	7	$19,023	$17,748	$28,100	$14,800 •	1	37	9	6	7
426 COMPENSATION & BENEFITS MGR										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	8	$32,355	$31,397	$48,506	$24,340 •	1	45	15	6	4
427 PAYROLL SUPERVISOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$14,000	$11,233	$21,389	$13,520	1	33	2	3	
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	18	$17,389	$13,777	$22,065	$17,988	1	40	12	4	4

• A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$18,288	$16,000	$24,000	$16,100	1	33	9	4	1
$100 TO $249 MILLION	12	$23,941	$17,049	$32,045	$24,250	1	37	11	4	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	31	$23,963	$21,742	$33,862	$22,000	1	36	10	4	3
429 SECURITY MANAGER										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$19,655			$20,300	1	48	20	4	
$100 TO $249 MILLION	5	$21,700	$16,925	$26,315	$22,000	1	49	8	4	10
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	21	$25,117 *	$25,119	$38,175	$24,048 *	1	47	13	5	17
430 CONSUMER LOAN COLLECTION MGR										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	12	$23,056	$19,711	$29,721	$21,700	1	44	8	5	6
431 TRAINING DIRECTOR										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	7	$24,361	$20,913	$32,578	$24,000	1	36	8	3	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
433 SR BUSINESS DEVELOPMENT OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$36,170	$28,680	$43,080	$33,000	1	43	7	5	6
$100 TO $249 MILLION	9	$40,156	$29,957	$40,850	$37,800	1	46	4	1	3
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	19	$37,082	$29,927	$42,174	$37,000	1	45	7	3	4
434 SR INTERNATIONAL BANKING OFFICR										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	6	$52,455			$43,500	1	38	9	3	53
435 SR INVESTMENT OFFICER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$30,103	$25,853	$41,826	$21,800 *	1	50	16	4	2
$100 TO $249 MILLION	14	$41,278	$31,713	$47,929	$39,700	1	50	17	13	5
$250 TO $499 MILLION	6	$43,292	$33,442	$44,968	$36,000	1	41	8	5	6
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	40	$40,649	$33,557	$50,295	$36,000	1	49	17	9	7
436 SR CORRESPONDENT BANKING OFFICR										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	6	$45,533	$34,635	$54,781	$47,000	1	34	7	2	5
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	16	$43,941	$35,432	$57,507	$38,500	1	43	11	7	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

Region VIII West-South Central

Arkansas
Louisiana
Oklahoma
Texas

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	6	$9,890			$8,400	1				
$20 TO $29 MILLION	9	$9,874	$8,944	$10,653	$9,900	2				
$30 TO $39 MILLION	15	$9,586	$7,272	$9,927	$9,240	2				
$40 TO $49 MILLION	9	$9,942 *	$9,989	$11,265	$9,360 *	1				
$50 TO $99 MILLION	43	$9,648	$8,488	$11,965	$9,400	4				
$100 TO $249 MILLION	35	$9,167	$8,232	$11,447	$9,000	4				
$250 TO $499 MILLION	22	$9,435	$8,704	$11,584	$8,908	5				
$500 TO $999 MILLION	9	$10,158	$8,899	$12,290	$9,672	5				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	152	$9,586	$8,561	$11,626	$9,256	4				
102 GENERAL CLERK										
UNDER $20 MILLION	11	$11,241			$10,800	2				
$20 TO $29 MILLION	16	$11,136	$8,478	$11,535	$9,900	2				
$30 TO $39 MILLION	12	$10,535	$8,750	$10,780	$9,720	2				
$40 TO $49 MILLION	12	$11,515	$10,733	$14,024	$11,815	3				
$50 TO $99 MILLION	52	$11,117	$9,324	$13,668	$11,192	5				
$100 TO $249 MILLION	36	$10,620	$9,054	$13,440	$10,604	7				
$250 TO $499 MILLION	26	$11,101	$8,883	$13,205	$10,710	17				
$500 TO $999 MILLION	10	$11,919	$9,170	$16,307	$11,208	35				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	179	$11,060	$9,226	$13,422	$10,826	8				
103 CLERK TYPIST										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$9,315	$8,356	$11,165	$9,277	1				
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	22	$11,850	$9,311	$13,356	$12,325	2				
$100 TO $249 MILLION	12	$10,452	$9,328	$12,728	$10,009	3				
$250 TO $499 MILLION	13	$10,622	$9,141	$12,542	$10,400	3				
$500 TO $999 MILLION	5	$11,080	$9,679	$13,393	$10,896	7				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	63	$11,070	$9,389	$12,932	$10,638	3				
104 DATA ENTRY OPERATOR										
UNDER $20 MILLION	8	$11,075	$9,990	$11,133	$10,500	1				
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$10,600 *	$8,400	$10,200	$9,900	1				
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	26	$10,662	$9,181	$13,087	$10,100	2				
$100 TO $249 MILLION	28	$10,880	$9,276	$12,556	$10,504	2				
$250 TO $499 MILLION	23	$10,790	$9,110	$12,963	$10,608	4				
$500 TO $999 MILLION	6	$11,386	$9,241	$13,177	$10,700	6				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	109	$10,922	$9,385	$12,804	$10,660	3				

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	20	$10,347	$8,377	$11,268	$10,088	1				
$100 TO $249 MILLION	30	$9,508	$8,417	$11,171	$9,312	1				
$250 TO $499 MILLION	25	$10,084	$8,447	$11,586	$9,960	2				
$500 TO $999 MILLION	10	$10,638	$8,999	$12,567	$9,802	2				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	95	$9,894	$8,467	$11,440	$9,880	2				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	16	$12,860	$12,133	$13,416	$11,400 *	1				
$20 TO $29 MILLION	18	$14,183	$12,999	$14,964	$14,400	1				
$30 TO $39 MILLION	9	$13,787			$13,500	1				
$40 TO $49 MILLION	7	$12,767	$12,216	$16,224	$12,555	1				
$50 TO $99 MILLION	35	$14,993	$11,538	$16,434	$14,000	1				
$100 TO $249 MILLION	24	$14,003	$10,773	$15,667	$13,728	2				
$250 TO $499 MILLION	17	$14,781	$11,241	$15,531	$14,835	1				
$500 TO $999 MILLION	8	$15,452	$13,566	$19,786	$13,500 *	3				
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	137	$14,257	$11,615	$15,999	$13,800	2				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	10	$11,299	$9,945	$11,325	$12,000 *	1				
$20 TO $29 MILLION	17	$11,985	$11,534	$15,392	$12,203	2				
$30 TO $39 MILLION	11	$11,284	$8,879	$12,152	$10,200	2				
$40 TO $49 MILLION	8	$12,159	$9,290	$13,532	$11,700	2				
$50 TO $99 MILLION	47	$12,356	$10,198	$13,917	$12,360	2				
$100 TO $249 MILLION	36	$12,187	$9,983	$14,211	$11,856	3				
$250 TO $499 MILLION	28	$11,753	$9,541	$13,481	$11,280	3				
$500 TO $999 MILLION	10	$13,458	$10,935	$16,847	$12,490	4				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	171	$12,125	$10,075	$14,096	$12,000	2				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	21	$9,489	$7,705	$10,633	$9,000	1				
$20 TO $29 MILLION	27	$10,543	$10,225	$13,435	$10,400	1				
$30 TO $39 MILLION	18	$10,111	$8,025	$10,581	$9,660	2				
$40 TO $49 MILLION	14	$10,956	$10,333	$11,875	$9,600 *	1				
$50 TO $99 MILLION	69	$11,216	$9,077	$12,797	$10,920	2				
$100 TO $249 MILLION	46	$10,231	$8,638	$11,906	$9,900	3				
$250 TO $499 MILLION	24	$10,467	$9,109	$12,042	$9,900	6				
$500 TO $999 MILLION	10	$11,159	$9,409	$13,552	$11,040	8				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	233	$10,605	$9,013	$12,337	$10,200	3				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$12,980	$10,490	$14,645	$11,436	1				
$100 TO $249 MILLION	21	$11,886	$9,953	$13,511	$12,000	1				
$250 TO $499 MILLION	16	$12,185	$10,337	$14,818	$11,100	2				
$500 TO $999 MILLION	6	$13,620	$11,086	$16,193	$13,794	3				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	59	$12,288	$10,279	$14,397	$12,000	2				
110 BOOKKEEPING MACHINE OPERATOR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$10,933	$8,846	$12,344	$9,464	4				
$100 TO $249 MILLION	5	$10,593	$8,595	$12,754	$10,648	6				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	24	$10,236	$8,696	$12,442	$9,464	4				
111 MAINTENANCE SERVICE WORKER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	21	$10,120	$8,282	$11,496	$9,900	1				
$100 TO $249 MILLION	19	$13,801	$10,439	$14,630	$12,816	1				
$250 TO $499 MILLION	15	$13,742	$10,968	$15,817	$12,600	2				
$500 TO $999 MILLION	5	$11,874	$9,549	$14,696	$11,550	2				
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	68	$12,357	$10,148	$14,236	$11,160	1				
112 CUSTODIAN										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	9	$10,959			$10,500	1				
$30 TO $39 MILLION	6	$11,714			$9,978	1				
$40 TO $49 MILLION	7	$8,951	$7,200	$12,000	$8,757	2				
$50 TO $99 MILLION	28	$10,187	$7,653	$10,690	$9,485	1				
$100 TO $249 MILLION	13	$10,708 *	$7,961	$10,586	$9,227	3				
$250 TO $499 MILLION	10	$11,104 *	$9,765	$11,034	$10,176	3				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
ALL BANKS	81	$10,424	$8,261	$10,662	$9,724	2				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	23	$10,585	$8,717	$11,089	$9,900	1				
$100 TO $249 MILLION	19	$10,187	$7,816	$10,519	$9,000	1				
$250 TO $499 MILLION	19	$10,593	$8,954	$11,921	$9,900	2				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	75	$10,432	$8,666	$11,279	$9,880	2				
114 SECURITY GUARD										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$14,262	$11,105	$16,702	$14,400	1				
$100 TO $249 MILLION	9	$15,712 *	$9,726	$15,136	$14,400	2				
$250 TO $499 MILLION	17	$13,062	$10,711	$15,901	$12,624	2				
$500 TO $999 MILLION	7	$13,113	$10,909	$16,129	$13,350	5				
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	57	$14,530	$10,941	$16,269	$14,400	3				
201 SAFE DEPOSIT CLERK										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	43	$10,787	$9,118	$12,786	$10,930	1				
$100 TO $249 MILLION	39	$11,851	$9,544	$13,289	$11,952	1				
$250 TO $499 MILLION	27	$12,493	$9,863	$13,932	$12,672	2				
$500 TO $999 MILLION	9	$12,883	$10,307	$15,314	$12,930	2				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	135	$11,700	$9,576	$13,310	$11,520	1				
202 RECEPTIONIST										
UNDER $20 MILLION	7	$9,957			$10,200	1				
$20 TO $29 MILLION	9	$10,594	$10,180	$11,680	$10,800	1				
$30 TO $39 MILLION	9	$9,487	$7,500	$9,500	$8,856	1				
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	28	$10,738	$8,516	$12,240	$10,200	1				
$100 TO $249 MILLION	28	$10,362	$9,217	$12,481	$10,200	1				
$250 TO $499 MILLION	20	$11,739	$9,531	$13,819	$11,760	2				
$500 TO $999 MILLION	10	$11,510	$9,737	$13,806	$10,689	3				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	117	$10,720	$9,325	$12,791	$10,560	2				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
203 NEW ACCOUNTS REPRESENTATIVE										
UNDER $20 MILLION	25	$11,738 *	$10,131	$11,440	$11,400	1				
$20 TO $29 MILLION	26	$12,534	$11,556	$15,689	$12,060	1				
$30 TO $39 MILLION	13	$11,727	$8,840	$11,986	$11,040	2				
$40 TO $49 MILLION	13	$12,421	$10,941	$13,640	$12,100	2				
$50 TO $99 MILLION	71	$11,789	$10,218	$14,392	$11,700	2				
$100 TO $249 MILLION	46	$11,870	$9,937	$14,130	$11,640	3				
$250 TO $499 MILLION	28	$12,786	$11,040	$16,034	$12,432	4				
$500 TO $999 MILLION	10	$13,992	$11,627	$17,738	$13,442	10				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	236	$12,161	$10,487	$14,720	$11,919	3				
204 TELEPHONE OPERATOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	9	$9,994	$9,300	$12,330	$9,900	1				
$30 TO $39 MILLION	13	$9,748	$7,773	$10,173	$9,215	1				
$40 TO $49 MILLION	9	$10,199	$9,593	$11,094	$9,420 *	1				
$50 TO $99 MILLION	61	$10,304	$9,086	$12,529	$10,192	1				
$100 TO $249 MILLION	45	$10,439	$8,958	$12,044	$9,960	1				
$250 TO $499 MILLION	29	$11,742	$9,266	$13,551	$11,580	2				
$500 TO $999 MILLION	10	$12,222	$9,337	$13,844	$11,460	2				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	182	$10,640	$9,087	$12,475	$10,410	1				
205 SECRETARY										
UNDER $20 MILLION	19	$12,539	$10,974	$15,150	$12,000	1				
$20 TO $29 MILLION	23	$12,770	$12,157	$17,347	$12,600	1				
$30 TO $39 MILLION	20	$12,470	$9,668	$13,237	$12,000	2				
$40 TO $49 MILLION	10	$12,281	$10,809	$14,077	$11,326	2				
$50 TO $99 MILLION	62	$13,077	$10,458	$15,263	$12,500	4				
$100 TO $249 MILLION	45	$12,532	$10,249	$15,106	$12,450	6				
$250 TO $499 MILLION	30	$13,324	$10,431	$15,456	$13,125	10				
$500 TO $999 MILLION	10	$13,623	$11,097	$17,533	$12,740	18				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	223	$12,866	$10,550	$15,449	$12,500	5				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	21	$14,919			$14,400	1				
$20 TO $29 MILLION	27	$16,619	$15,845	$20,218	$17,000	1				
$30 TO $39 MILLION	15	$15,759	$13,310	$17,172	$15,024	1				
$40 TO $49 MILLION	13	$16,140	$13,716	$18,817	$16,800	2				
$50 TO $99 MILLION	65	$16,436	$12,630	$17,980	$16,120	2				
$100 TO $249 MILLION	46	$15,790	$12,599	$17,917	$15,108	2				
$250 TO $499 MILLION	29	$17,779	$13,294	$20,285	$16,800	3				
$500 TO $999 MILLION	10	$20,334	$15,346	$25,591	$19,644	6				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	230	$16,521	$13,398	$19,142	$16,425	2				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
207 LEGAL SECRETARY										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$15,050	$12,918	$17,497	$14,259	2				
$100 TO $249 MILLION	6	$13,495	$11,085	$16,763	$12,000	2				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	18	$15,139	$12,175	$16,657	$14,400	4				
208 UNIVERSAL TELLER										
UNDER $20 MILLION	35	$13,083 *	$9,071	$11,087	$10,200	3				
$20 TO $29 MILLION	33	$14,911	$9,780	$15,167	$11,325	6				
$30 TO $39 MILLION	20	$10,504	$9,453	$12,371	$9,900	7				
$40 TO $49 MILLION	13	$17,613 *	$9,317	$13,294	$10,664	9				
$50 TO $99 MILLION	64	$10,899	$9,324	$13,442	$10,560	13				
$100 TO $249 MILLION	45	$10,661	$9,064	$13,667	$10,426	21				
$250 TO $499 MILLION	27	$11,172	$9,382	$13,931	$11,008	23				
$500 TO $999 MILLION	10	$11,791	$9,819	$16,084	$11,251	42				
$1 BILLION AND OVER	5	$12,199	$10,781	$15,425	$12,415	13				
ALL BANKS	252	$12,091	$9,371	$13,647	$10,792	14				
209 HEAD TELLER										
UNDER $20 MILLION	20	$13,926 *	$11,989	$13,009	$12,600	1				
$20 TO $29 MILLION	32	$15,230	$14,512	$18,799	$14,700	1				
$30 TO $39 MILLION	18	$14,100	$12,563	$16,596	$14,897	1				
$40 TO $49 MILLION	12	$14,809	$13,130	$17,263	$14,600	1				
$50 TO $99 MILLION	69	$14,219	$12,141	$16,760	$14,280	2				
$100 TO $249 MILLION	43	$14,590	$11,954	$16,939	$13,667	3				
$250 TO $499 MILLION	25	$16,468	$11,620	$16,918	$16,200	6				
$500 TO $999 MILLION	8	$15,490	$12,381	$17,630	$13,668	8				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	231	$14,715	$12,315	$17,015	$14,300	3				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	16	$36,691 *	$32,130	$35,500	$36,000 *	1	40	2	3	6
$20 TO $29 MILLION	17	$36,284	$31,733	$47,550	$35,000	1	38	4	2	6
$30 TO $39 MILLION	11	$40,573	$32,400	$48,000	$44,000	1	40	4	4	7
$40 TO $49 MILLION	8	$47,374			$47,300	1	36	5	3	6
$50 TO $99 MILLION	50	$41,762	$33,582	$49,434	$39,900	1	42	8	5	6
$100 TO $249 MILLION	38	$44,226	$30,606	$50,316	$43,666	2	42	7	3	7
$250 TO $499 MILLION	24	$48,270	$42,390	$57,785	$46,750	3	40	13	5	8
$500 TO $999 MILLION	9	$45,669	$32,068	$56,475	$44,250	3	46	17	10	2
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	177	$42,699	$34,753	$52,203	$41,800	2	41	8	4	7

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	12	$26,599			$24,000	1	39	4	3	8
$30 TO $39 MILLION	5	$29,598			$33,000	1	33	2	2	1
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	53	$33,033	$25,504	$37,513	$32,150	2	38	6	4	2
$100 TO $249 MILLION	41	$30,754	$23,519	$36,310	$32,500	2	38	7	4	2
$250 TO $499 MILLION	28	$37,818	$28,635	$43,214	$35,550	3	36	9	4	3
$500 TO $999 MILLION	8	$33,560	$22,346	$41,508	$35,000	4	33	4	3	1
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	155	$32,571	$25,076	$38,546	$32,150	2	37	6	4	2
303 SR CONSUMER LOAN OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	6	$36,017			$32,600	2	43	4	6	3
$30 TO $39 MILLION	7	$30,892			$30,300	1	40	8	4	3
$40 TO $49 MILLION	5	$32,528			$36,624	1	36	5	3	2
$50 TO $99 MILLION	28	$33,286	$26,897	$39,938	$32,000	1	42	9	5	4
$100 TO $249 MILLION	31	$32,683	$26,130	$38,717	$32,000	1	43	10	4	6
$250 TO $499 MILLION	20	$39,806	$33,662	$52,374	$38,000	2	46	18	8	9
$500 TO $999 MILLION	7	$31,464	$24,048	$37,231	$30,960	1	48	15	12	6
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	109	$33,934	$27,407	$41,669	$32,600	1	43	11	6	5
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	13	$22,216	$20,440	$23,100	$21,600	1	37	3	2	2
$20 TO $29 MILLION	20	$26,617 *	$26,938	$36,979	$26,400 *	1	35	4	3	2
$30 TO $39 MILLION	16	$21,225 *	$15,800	$20,920	$20,000	1	31	3	2	4
$40 TO $49 MILLION	10	$22,912			$22,750	1	32	6	3	2
$50 TO $99 MILLION	54	$24,174	$19,500	$26,784	$23,520	2	39	7	4	2
$100 TO $249 MILLION	44	$21,748	$17,088	$26,248	$21,200	2	36	6	3	2
$250 TO $499 MILLION	26	$27,662	$24,415	$32,434	$25,000	3	43	12	6	4
$500 TO $999 MILLION	9	$24,368	$18,792	$34,315	$23,847	6	36	7	4	1
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	194	$23,902	$19,983	$28,544	$23,300	2	37	7	4	2
305 SR MORTGAGE LOAN OFFICER										
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$30,704 *	$18,000	$29,964	$25,200	1	37	4	2	4
$100 TO $249 MILLION	22	$38,487	$28,215	$42,240	$37,500	1	41	7	3	3
$250 TO $499 MILLION	9	$46,285	$40,111	$57,572	$45,000	1	40	5	4	18
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	51	$38,563	$30,708	$45,966	$37,800	1	40	6	3	6

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

306 MORTGAGE LOAN OFFICER	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$23,605	$19,963	$28,637	$23,823	1	37	6	4	2
$100 TO $249 MILLION	26	$23,730	$18,386	$26,358	$22,500	1	38	5	4	2
$250 TO $499 MILLION	13	$31,295	$28,851	$42,576	$30,240	2	40	5	3	3
$500 TO $999 MILLION	6	$27,975	$20,264	$37,025	$28,185	3	36	6	3	1
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	74	$25,734	$21,595	$30,925	$24,000	1	37	6	3	3
307 TRUST ACCOUNT ADMINISTRATOR										
$50 TO $99 MILLION	6	$22,777	$15,000	$23,000	$19,800	1	38	8	3	2
$100 TO $249 MILLION	10	$26,896	$20,038	$27,325	$25,000	1	41	9	5	3
$250 TO $499 MILLION	11	$36,370	$33,073	$49,652	$37,000	2	38	6	5	5
$500 TO $999 MILLION	5	$26,858	$21,400	$39,950	$26,690	3	33	5	4	4
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	36	$30,907	$27,045	$42,367	$30,000	2	38	7	4	4
308 CORPORATE TRUST OFFICER										
$100 TO $249 MILLION	7	$26,598	$20,775	$32,749	$24,000	1	37	8	5	2
$250 TO $499 MILLION	6	$38,853	$28,150	$41,250	$40,000	1	37	5	3	4
$500 TO $999 MILLION	6	$28,749	$22,283	$34,729	$27,130	1	38	12	3	7
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	22	$33,764	$27,062	$41,619	$29,900	1	38	9	4	4
309 PERSONAL TRUST OFFICER										
$50 TO $99 MILLION	5	$28,466			$31,560	1	41	14	5	1
$100 TO $249 MILLION	9	$26,486	$20,207	$30,108	$20,700	3	47	6	5	4
$250 TO $499 MILLION	11	$29,587	$25,429	$39,667	$26,670	2	43	12	9	2
$500 TO $999 MILLION	8	$27,947	$22,999	$37,055	$25,125	2	36	9	5	1
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	37	$29,357	$24,446	$37,550	$26,100	2	42	10	6	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	8	$33,695 *	$34,050	$48,390	$32,745 *	1	36	5	4	1
311 INTERNAL AUDITOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	6	$17,337 *	$17,400	$26,160	$16,800 *	1	33	5	3	10
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	31	$22,470	$15,701	$25,553	$22,150	1	40	11	4	3
$100 TO $249 MILLION	33	$22,930	$19,728	$26,323	$21,549	1	40	9	4	2
$250 TO $499 MILLION	16	$22,546	$19,166	$31,258	$20,750	2	36	7	3	3
$500 TO $999 MILLION	5	$22,456	$17,178	$26,845	$21,000	3	30	2	2	6
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	98	$22,186	$18,611	$27,249	$21,000	1	37	8	3	3
312 LOAN REVIEW OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	21	$20,262	$17,117	$23,437	$20,496	1	36	5	2	3
$100 TO $249 MILLION	23	$27,666	$22,651	$31,013	$25,000	1	37	7	2	5
$250 TO $499 MILLION	15	$33,922	$28,205	$42,154	$28,400	1	37	6	2	6
$500 TO $999 MILLION	7	$25,251	$16,636	$32,421	$22,138	2	34	4	2	4
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	80	$25,851	$21,649	$31,329	$24,000	1	37	6	2	4
313 BUSINESS DEVELOPMENT OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$23,146			$23,100	1	36	4	3	1
$100 TO $249 MILLION	21	$23,112	$15,440	$28,677	$22,464	1	43	10	3	3
$250 TO $499 MILLION	14	$31,466	$21,122	$33,076	$24,840	1	43	12	3	2
$500 TO $999 MILLION	7	$29,504	$23,450	$34,571	$27,750	1	39	11	3	3
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	56	$25,806	$19,368	$31,542	$23,350	1	42	9	3	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	7	$25,791	$17,700	$27,393	$27,040	3	36	8	4	3
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	19	$25,804	$19,917	$30,146	$26,487	2	34	5	3	3
315 SR COMPUTER PROGRAMMER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	10	$33,107	$27,317	$39,000	$30,855	2	39	8	5	3
$500 TO $999 MILLION	5	$27,034	$21,931	$33,541	$26,811	4	34	2	2	5
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	21	$29,801	$24,197	$35,941	$29,856	3	37	6	3	4
316 COMPUTER PROGRAMMER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$16,635	$15,507	$21,825	$14,110 *	2	28	2	2	
$250 TO $499 MILLION	10	$21,387	$17,560	$23,807	$19,940	2	33	6	4	4
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	32	$19,423	$17,404	$26,056	$19,500	3	31	4	3	3
317 SR COMPUTER OPERATOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	13	$15,126			$15,454	1	36	6	2	2
$100 TO $249 MILLION	13	$15,124	$12,149	$17,715	$13,860	1	29	4	2	4
$250 TO $499 MILLION	10	$17,771	$11,813	$20,260	$17,460	2	39	7	4	3
$500 TO $999 MILLION	5	$17,749	$15,856	$23,659	$18,000	2	29	5	3	5
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	47	$16,054	$13,077	$19,077	$16,200	2	33	5	3	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	26	$11,736	$10,031	$14,043	$10,860	1	27	2	2	2
$100 TO $249 MILLION	20	$12,162	$10,722	$15,781	$11,100	2	25	3	2	1
$250 TO $499 MILLION	12	$14,252	$10,205	$16,508	$13,124	4	32	4	3	
$500 TO $999 MILLION	6	$14,470	$12,347	$18,716	$14,052	5	26	3	3	
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	79	$12,524	$10,930	$16,101	$12,150	2	28	3	2	2
319 STAFF APPRAISER		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
320 CONSUMER LOAN COLLECTOR										
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	25	$15,240	$11,109	$16,264	$15,240	1	39	4	4	1
$100 TO $249 MILLION	29	$15,506	$12,174	$17,841	$15,650	2	37	4	2	1
$250 TO $499 MILLION	24	$14,809	$12,215	$17,602	$14,040	2	35	5	3	2
$500 TO $999 MILLION	10	$14,763	$12,957	$18,997	$14,460	4	32	3	2	
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	97	$14,966	$12,172	$17,840	$14,844	2	36	4	3	1
321 PERSONNEL ASSISTANT										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	18	$15,408	$13,318	$18,593	$15,000	1	32	3	2	2
$100 TO $249 MILLION	23	$14,731	$12,921	$18,940	$13,800	1	33	5	2	3
$250 TO $499 MILLION	21	$16,990	$14,716	$21,021	$16,080	1	36	7	3	2
$500 TO $999 MILLION	5	$18,778	$14,913	$23,984	$19,380	1	31	4	3	
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	73	$15,828	$13,549	$19,505	$15,000	1	33	5	2	2

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	7	$17,354	$14,025	$18,800	$15,500	1	36	7	3	2
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	15	$19,054	$16,060	$23,581	$20,750	1	37	10	4	8
323 ASST BRANCH MANAGER (LARGE +31)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
324 ASST BRANCH MGR (MEDIUM 10-30)										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	16	$18,771	$16,459	$24,616	$20,000	4	39	7	3	19
325 ASST BRANCH MANAGER (SMALL -10)										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$20,855	$14,100	$21,950	$16,320	1	34	7	3	5
$100 TO $249 MILLION	7	$14,503	$10,851	$16,460	$13,947	2	31	5	1	5
$250 TO $499 MILLION	5	$17,014 *	$17,100	$20,073	$17,800	3	35	5	2	12
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	23	$17,272	$14,085	$20,525	$16,668	3	34	7	2	7

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
326 ACCOUNTANT										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$20,090	$15,827	$21,287	$19,200	1	31	7	2	2
$100 TO $249 MILLION	15	$21,137	$17,349	$23,666	$18,780	1	31	5	3	2
$250 TO $499 MILLION	12	$23,023	$22,274	$34,518	$22,596	2	31	4	3	4
$500 TO $999 MILLION	8	$21,910	$17,118	$26,252	$19,620	2	27	3	2	2
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	54	$21,536	$18,396	$27,388	$21,000	1	31	5	3	3
327 OFFICER TRAINEE (B.A.)										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$14,864	$12,300	$17,317	$14,520	1	24	2	1	1
$100 TO $249 MILLION	11	$15,549	$13,167	$16,144	$15,000	2	25	1	1	
$250 TO $499 MILLION	14	$17,101	$14,552	$20,293	$17,880	3	24	1	1	3
$500 TO $999 MILLION	6	$16,479	$15,345	$22,163	$16,513	5	24	1	1	
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	56	$16,275	$14,811	$20,132	$16,200	3	25	2	1	3
328 OFFICER TRAINEE (M.A.)										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	10	$23,062	$18,308	$26,579	$23,000	2	26	1	1	2
329 ADVERTISING OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	12	$20,724	$16,446	$25,173	$18,000	1	34	5	2	1
$250 TO $499 MILLION	6	$29,748			$28,620	1	40	6	2	3
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	30	$23,837	$22,050	$30,768	$19,860 *	1	37	6	3	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
UNDER $20 MILLION	5	$13,185			$13,800	1	37	3	2	2
$20 TO $29 MILLION	12	$18,649	$17,866	$25,555	$17,133 *	1	40	7	2	2
$30 TO $39 MILLION	8	$15,591			$14,000	1	39	6	2	2
$40 TO $49 MILLION	6	$20,692			$19,500	1	48	13	3	6
$50 TO $99 MILLION	33	$18,083	$14,645	$22,936	$17,160	1	42	10	3	3
$100 TO $249 MILLION	31	$18,611	$14,337	$20,310	$17,800	1	42	11	4	4
$250 TO $499 MILLION	22	$21,667	$18,387	$27,972	$21,000	2	46	14	4	9
$500 TO $999 MILLION	5	$18,701	$16,844	$24,055	$19,280	2	33	6	3	7
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	123	$18,729	$15,871	$23,348	$18,000	1	42	10	3	4
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	38	$48,506			$46,200	1	45	5	4	11
$20 TO $29 MILLION	33	$55,861	$42,892	$71,256	$55,000	2	45	11	8	17
$30 TO $39 MILLION	21	$59,738 *	$60,200	$88,200	$57,500 *	1	44	10	6	26
$40 TO $49 MILLION	14	$70,164			$60,000	1	45	9	3	28
$50 TO $99 MILLION	76	$73,425	$60,138	$89,302	$70,000	1	49	11	7	38
$100 TO $249 MILLION	49	$94,252	$82,187	$109,646	$90,000	1	47	12	7	74
$250 TO $499 MILLION	29	$126,779	$100,965	$151,087	$125,000	1	50	16	6	138
$500 TO $999 MILLION	9	$135,128	$117,393	$186,472	$140,000	1	51	18	7	358
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	273	$79,779	$72,762	$106,937	$72,000 *	1	47	11	6	55
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	10	$38,339			$38,500	1	45	13	10	9
$20 TO $29 MILLION	9	$43,117			$40,950	1	37	4	3	19
$30 TO $39 MILLION	8	$43,003	$42,247	$64,850	$40,800 *	1	44	10	5	23
$40 TO $49 MILLION	6	$46,883			$50,000	1	39	8	3	26
$50 TO $99 MILLION	40	$52,660	$39,644	$58,004	$50,000	1	43	9	5	30
$100 TO $249 MILLION	33	$66,627	$61,418	$77,409	$65,000	1	45	11	4	54
$250 TO $499 MILLION	22	$92,549	$77,319	$99,600	$84,000	2	45	15	6	119
$500 TO $999 MILLION	10	$90,068	$72,141	$122,691	$75,375	1	45	11	4	157
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	141	$64,054	$57,128	$83,238	$57,500	1	44	11	5	55
403 CHIEF FINANCIAL OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	7	$32,390 *	$32,500	$60,000	$32,000 *	1	36	4	3	9
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$41,438	$34,320	$48,571	$40,560	1	36	7	4	21
$100 TO $249 MILLION	27	$52,478	$44,355	$63,083	$50,400	1	40	7	3	23
$250 TO $499 MILLION	19	$59,312	$53,898	$81,802	$61,000	1	42	12	5	28
$500 TO $999 MILLION	6	$75,005	$55,778	$86,822	$71,496	1	40	8	3	63
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	90	$50,871	$46,624	$68,765	$47,200	1	39	8	4	24

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	21	$29,138	$28,500	$29,667	$29,400	1	42	5	4	10
$20 TO $29 MILLION	16	$30,424	$27,594	$30,594	$29,100	2	38	7	4	15
$30 TO $39 MILLION	13	$28,287			$29,500	1	43	11	5	16
$40 TO $49 MILLION	7	$34,127			$36,500	1	43	10	6	12
$50 TO $99 MILLION	49	$34,785	$30,886	$45,346	$34,000	1	42	10	5	21
$100 TO $249 MILLION	39	$38,612	$30,479	$50,021	$36,834	1	44	14	6	27
$250 TO $499 MILLION	25	$52,564	$45,906	$73,359	$49,500	2	45	17	6	59
$500 TO $999 MILLION	10	$51,073	$40,392	$64,037	$49,654	1	42	14	4	105
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	183	$38,047	$35,828	$55,043	$35,937	1	43	11	5	31
405 OPERATIONS OFFICER										
UNDER $20 MILLION	21	$19,439 *	$14,466	$19,200	$16,500	1	36	4	2	6
$20 TO $29 MILLION	26	$21,273	$19,210	$24,151	$19,500	2	39	7	4	10
$30 TO $39 MILLION	17	$20,116 *	$22,490	$27,837	$19,920 *	1	36	8	3	10
$40 TO $49 MILLION	11	$20,298			$21,000	2	40	8	6	11
$50 TO $99 MILLION	59	$22,423	$16,753	$24,024	$20,880	2	38	10	4	12
$100 TO $249 MILLION	42	$23,941	$19,731	$31,245	$21,500	2	41	10	3	19
$250 TO $499 MILLION	25	$31,742	$26,127	$43,268	$30,000	2	42	13	6	37
$500 TO $999 MILLION	8	$35,525	$26,054	$41,897	$33,500	3	39	12	6	61
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	212	$23,840	$20,985	$31,954	$21,550	2	39	9	4	17
406 PERSONNEL OFFICER/DIRECTOR										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	30	$21,679	$18,876	$29,624	$20,534	1	37	9	3	10
$100 TO $249 MILLION	38	$25,391	$21,702	$34,754	$26,541	1	41	8	4	8
$250 TO $499 MILLION	28	$33,228	$31,329	$49,538	$33,200	1	43	10	4	4
$500 TO $999 MILLION	10	$43,867	$36,189	$58,430	$42,768	1	42	14	6	9
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	118	$28,762	$28,066	$43,984	$26,541 *	1	41	9	4	8
407 MARKETING OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$29,146			$27,500	1	42	4	4	3
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	31	$25,081	$21,627	$32,250	$25,000	1	41	7	3	2
$100 TO $249 MILLION	37	$27,064	$21,540	$34,241	$26,500	1	40	7	3	2
$250 TO $499 MILLION	26	$31,584 *	$31,959	$49,656	$29,000 *	1	41	9	4	3
$500 TO $999 MILLION	10	$49,006	$37,824	$59,326	$45,000	1	41	5	4	8
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	120	$30,215	$28,110	$44,356	$27,000 *	1	41	7	4	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
408 CONTROLLER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$32,680			$33,600	1	39	9	3	12
$50 TO $99 MILLION	22	$32,311	$30,667	$36,332	$31,200	1	34	7	3	7
$100 TO $249 MILLION	28	$34,822	$28,227	$41,830	$31,500	1	36	7	4	5
$250 TO $499 MILLION	21	$40,840	$34,734	$57,922	$40,070	1	32	5	3	9
$500 TO $999 MILLION	7	$42,824	$36,820	$59,114	$44,100	1	39	12	6	9
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	96	$35,868	$32,032	$47,225	$34,600	1	35	7	4	8
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$18,667	$12,744	$20,244	$17,720	1	37	11	4	5
$100 TO $249 MILLION	23	$20,790	$17,428	$25,234	$20,100	1	32	5	3	6
$250 TO $499 MILLION	17	$24,891	$19,783	$31,376	$25,200	1	39	11	5	5
$500 TO $999 MILLION	6	$32,527	$25,756	$37,976	$31,200	1	33	6	2	8
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	67	$22,966	$19,740	$29,226	$21,200	1	35	8	4	5
410 BRANCH ADMINISTRATION OFFICER										
$50 TO $99 MILLION	5	$26,731	$24,000	$44,544	$26,600	1	41	10	2	9
$100 TO $249 MILLION	7	$26,158	$25,306	$40,278	$28,000	1	39	9	2	25
$250 TO $499 MILLION	9	$38,341	$26,006	$41,165	$37,725	1	42	6	2	33
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	27	$35,075	$30,289	$47,225	$34,000	1	42	10	2	49
411 BRANCH MANAGER (LARGE +31)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$29,496	$22,923	$36,844	$27,000	2	44	12	3	21
$250 TO $499 MILLION	7	$25,595	$23,875	$27,440	$26,016	5	45	19	13	50
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	23	$29,517	$25,125	$38,082	$28,125	5	44	15	8	25
413 BRANCH MANAGER (SMALL -10)										
$30 TO $39 MILLION	5	$20,220	$14,980	$21,140	$20,600	1	41	10	4	4
$50 TO $99 MILLION	17	$24,465	$18,053	$26,671	$22,000	2	43	11	3	5
$100 TO $249 MILLION	17	$19,307	$15,538	$25,466	$19,500	3	42	11	4	6
$250 TO $499 MILLION	7	$22,778	$20,634	$29,195	$23,025	3	42	13	5	13
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	50	$22,362	$17,344	$26,961	$20,868	3	42	12	4	7
414 DATA PROCESSING DIRECTOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$26,375	$20,143	$28,200	$28,675 *	1	36	4	1	6
$100 TO $249 MILLION	19	$32,223	$29,363	$40,012	$35,600	1	36	8	4	7
$250 TO $499 MILLION	12	$44,985	$38,425	$51,703	$41,840	1	46	11	4	14
$500 TO $999 MILLION	5	$46,115	$35,578	$57,184	$49,654	1	39	11	4	32
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	52	$36,411	$33,084	$45,720	$36,000	1	40	9	4	14
415 COMPUTER CENTER MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$21,820	$18,485	$30,611	$21,000	1	32	6	3	7
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	21	$30,322	$26,367	$38,818	$27,120	1	36	8	4	13

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$24,134 *	$24,357	$31,472	$24,300 *	1	31	4	2	5
$250 TO $499 MILLION	6	$41,150	$34,400	$51,600	$38,100	1	43	12	5	6
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	22	$35,047	$31,365	$45,088	$34,100	1	36	7	3	8
417 DP OPERATIONS SUPERVISOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$17,607	$14,100	$21,950	$17,076	1	36	9	2	7
$100 TO $249 MILLION	9	$17,989	$13,174	$19,552	$16,500	1	29	6	2	6
$250 TO $499 MILLION	9	$23,993	$18,888	$29,534	$24,800	2	33	10	5	9
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	39	$21,520	$19,506	$28,916	$20,634	1	34	9	4	9
418 PURCHASING MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$15,533 *	$11,940	$13,740	$13,500	1	44	7	3	14
$100 TO $249 MILLION	19	$18,946	$15,135	$22,621	$16,800	1	45	8	4	3
$250 TO $499 MILLION	22	$25,465	$22,338	$32,863	$24,000	1	49	15	5	21
$500 TO $999 MILLION	9	$27,334	$23,181	$34,874	$27,060	1	43	12	4	8
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	68	$22,216	$19,516	$28,139	$22,932	1	45	11	4	12
419 COMMERCIAL CREDIT DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	6	$17,808	$16,050	$18,450	$15,200 *	1	36	5	3	3
$50 TO $99 MILLION	30	$19,946	$17,912	$24,668	$18,336	1	32	5	2	4
$100 TO $249 MILLION	27	$25,847	$22,528	$30,634	$24,000	1	37	7	4	6
$250 TO $499 MILLION	20	$27,498 *	$17,074	$27,215	$25,680	1	37	8	3	8
$500 TO $999 MILLION	7	$38,765	$34,094	$53,464	$40,600	1	34	4	2	16
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	102	$24,599	$22,897	$33,400	$22,500 *	1	35	6	3	6

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	14	$24,079 *	$25,446	$32,937	$24,492 *	1	38	7	3	3
$100 TO $249 MILLION	23	$32,334	$25,401	$39,306	$31,000	1	44	11	3	8
$250 TO $499 MILLION	18	$37,316	$32,355	$43,183	$40,000	1	47	13	6	9
$500 TO $999 MILLION	8	$52,747	$41,224	$64,341	$52,500	1	48	15	10	30
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	77	$32,946	$30,621	$44,991	$30,000 *	1	43	11	4	11
421 MORTGAGE LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	15	$29,985	$25,330	$36,497	$31,500	1	39	7	3	4
$250 TO $499 MILLION	14	$45,632 *	$30,798	$45,322	$40,750	1	38	4	3	12
$500 TO $999 MILLION	7	$46,804	$39,877	$63,747	$48,399	1	37	7	2	12
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	44	$37,599	$31,312	$47,897	$36,000	1	38	6	2	8
422 COMMERCIAL LOAN DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	21	$34,251			$35,250	1	41	7	5	5
$100 TO $249 MILLION	17	$45,218	$32,303	$50,773	$47,500	1	40	9	3	11
$250 TO $499 MILLION	19	$56,971	$42,560	$67,862	$60,500	1	40	9	4	15
$500 TO $999 MILLION	9	$59,087	$47,085	$74,668	$58,860	1	38	8	4	14
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	74	$47,265	$41,833	$65,832	$48,000	1	40	9	4	11
423 SR TRUST OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$36,549 *	$38,633	$51,450	$31,058 *	1	45	9	6	3
$100 TO $249 MILLION	30	$43,836	$32,895	$50,117	$44,625	1	46	12	7	5
$250 TO $499 MILLION	21	$52,399	$46,280	$69,633	$52,370	1	46	9	6	10
$500 TO $999 MILLION	10	$56,223	$45,608	$73,467	$56,925	1	45	9	3	25
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	78	$48,091	$41,495	$63,323	$48,000	1	46	10	6	10

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	18	$24,260	$19,307	$28,939	$21,900	1	42	8	4	4
$250 TO $499 MILLION	17	$24,288	$22,453	$32,114	$22,000 *	1	37	8	5	6
$500 TO $999 MILLION	9	$33,440	$25,146	$39,670	$31,410	1	38	8	3	11
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	52	$26,298	$22,962	$34,724	$24,000	1	39	8	4	8
425 TELEPHONE SUPERVISOR										
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$22,052	$20,297	$29,886	$18,000 *	1	43	10	2	3
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	13	$19,220 *	$19,607	$26,554	$17,220 *	1	41	9	4	4
426 COMPENSATION & BENEFITS MGR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$19,600	$14,126	$20,072	$16,848	1	40	8	4	3
$250 TO $499 MILLION	5	$32,668 *	$38,452	$55,827	$36,000 *	1	52	14	2	4
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	16	$28,942	$24,978	$39,139	$26,000	1	43	10	3	4
427 PAYROLL SUPERVISOR										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$14,517	$11,156	$16,643	$12,420	1	37	4	2	2
$250 TO $499 MILLION	15	$16,184	$13,500	$20,880	$15,240	1	35	9	3	3
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	32	$16,730	$14,049	$21,041	$14,160	1	36	8	3	3

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$23,664			$22,000	1	31	4	1	13
$100 TO $249 MILLION	10	$30,740	$24,414	$42,351	$32,496	1	36	8	2	2
$250 TO $499 MILLION	17	$34,042	$32,313	$46,742	$32,000 *	1	11	11	5	3
$500 TO $999 MILLION	5	$41,315	$32,274	$51,088	$39,996	1	38	8	6	7
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	45	$32,837	$29,658	$46,195	$33,348	1	38	9	5	5
429 SECURITY MANAGER										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$23,970	$20,000	$35,000	$22,000	1	44	14	9	
$100 TO $249 MILLION	9	$29,132	$22,794	$31,943	$28,288	1	53	15	7	5
$250 TO $499 MILLION	10	$32,054	$31,665	$56,937	$27,000 *	1	43	13	5	23
$500 TO $999 MILLION	5	$30,979	$24,242	$37,291	$29,526	1	44	8	4	10
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	35	$28,760	$25,089	$37,837	$27,600	1	48	14	6	14
430 CONSUMER LOAN COLLECTION MGR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$20,918	$14,152	$21,744	$19,500	1	41	4	3	2
$100 TO $249 MILLION	11	$20,633	$16,357	$24,396	$21,000	1	44	8	3	2
$250 TO $499 MILLION	16	$22,293	$17,877	$27,900	$19,200	1	42	7	3	4
$500 TO $999 MILLION	10	$25,215	$20,225	$29,911	$21,500	1	34	7	5	8
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	53	$22,180	$18,092	$27,135	$20,500	1	41	7	3	4
431 TRAINING DIRECTOR										
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$18,298	$17,068	$27,692	$19,740	1	35	6	2	2
$250 TO $499 MILLION	7	$21,954 *	$17,028	$21,562	$20,996	1	36	6	4	1
$500 TO $999 MILLION	7	$27,053	$21,095	$31,850	$23,700	1	41	7	4	4
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	30	$22,779	$20,233	$30,315	$20,760	1	37	6	3	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	11	$25,550	$21,942	$33,073	$22,884	1	37	6	3	3
433 SR BUSINESS DEVELOPMENT OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$39,925	$31,094	$43,706	$39,500	1	43	8	5	4
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	25	$43,704	$34,828	$48,535	$40,326	1	48	10	4	5
434 SR INTERNATIONAL BANKING OFFICR										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	7	$41,719	$33,872	$45,066	$42,000	1	43	9	7	5
435 SR INVESTMENT OFFICER										
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$37,555	$24,235	$44,335	$31,200	1	36	10	3	4
$250 TO $499 MILLION	17	$38,351	$31,843	$56,151	$36,420	1	44	13	6	5
$500 TO $999 MILLION	7	$53,686	$43,134	$68,711	$55,000	1	43	14	3	10
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	37	$42,117	$36,756	$60,856	$40,000	1	43	12	5	7

GEOGRAPHIC REGION VIII RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
436 SR CORRESPONDENT BANKING OFFICR										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$46,106	$22,705	$46,730	$40,000	1	47	11	5	2
$250 TO $499 MILLION	15	$42,291	$41,516	$63,499	$42,500	1	39	13	7	4
$500 TO $999 MILLION	8	$46,572	$34,223	$53,802	$47,000	1	38	5	2	4
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	33	$45,422	$38,759	$59,913	$44,500	1	41	11	5	4

Region IX Mountain

Arizona
Colorado
Idaho
Montana
New Mexico
Nevada
Utah
Wyoming

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$10,114	$9,039	$12,717	$9,360	1				
$100 TO $249 MILLION	19	$9,474	$8,371	$11,635	$9,200	1				
$250 TO $499 MILLION	9	$8,713	$8,087	$11,146	$8,750	2				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	44	$9,416	$8,344	$11,645	$8,943	2				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	16	$11,844	$10,590	$12,150	$11,710	1				
$20 TO $29 MILLION	7	$14,296	$12,594	$16,607	$14,237	1				
$30 TO $39 MILLION	6	$12,746	$10,939	$14,226	$11,400	2				
$40 TO $49 MILLION	5	$13,086	$10,680	$15,000	$12,900	1				
$50 TO $99 MILLION	16	$14,004	$11,480	$16,363	$13,062	1				
$100 TO $249 MILLION	12	$14,931	$11,199	$16,469	$14,430	1				
$250 TO $499 MILLION	7	$14,784	$12,656	$17,766	$14,070	3				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	72	$13,602	$11,615	$16,217	$13,080	2				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	13	$10,431	$9,040	$11,500	$10,320	2				
$20 TO $29 MILLION	10	$10,890 *	$11,216	$14,803	$9,866 *	2				
$30 TO $39 MILLION	7	$11,443	$10,177	$13,400	$11,212	2				
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	18	$11,748	$9,764	$14,426	$11,800	3				
$100 TO $249 MILLION	21	$12,891	$10,274	$15,305	$13,260	2				
$250 TO $499 MILLION	9	$11,903	$9,724	$13,839	$12,216	3				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	86	$11,658	$10,065	$14,516	$11,370	2				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	20	$9,754	$8,219	$11,028	$9,600	1				
$20 TO $29 MILLION	14	$11,329	$10,397	$13,756	$11,100	1				
$30 TO $39 MILLION	10	$9,838	$8,731	$11,221	$10,244	2				
$40 TO $49 MILLION	9	$10,336	$9,311	$13,468	$10,200	2				
$50 TO $99 MILLION	24	$10,899	$8,817	$13,153	$11,025	3				
$100 TO $249 MILLION	24	$10,360	$9,098	$12,878	$9,759	3				
$250 TO $499 MILLION	8	$10,350	$8,614	$12,232	$10,540	7				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	114	$10,448	$8,980	$12,736	$10,404	4				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$12,008	$9,564	$14,834	$12,540	2				
$100 TO $249 MILLION	11	$13,641	$10,549	$16,003	$14,494	1				
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	27	$12,533	$10,310	$15,362	$12,250	2				
110 BOOKKEEPING MACHINE OPERATOR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	13	$10,590	$9,573	$12,725	$9,840	2				
111 MAINTENANCE SERVICE WORKER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$12,471	$9,420	$13,947	$13,668	1				
$100 TO $249 MILLION	12	$15,512	$11,492	$16,773	$15,600	1				
$250 TO $499 MILLION	7	$14,257	$11,253	$16,698	$14,160	3				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	35	$13,271	$10,623	$15,308	$12,000	2				
112 CUSTODIAN										
UNDER $20 MILLION	6	$11,760			$10,010	1				
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$10,631	$9,280	$12,984	$9,870	2				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	32	$11,404	$8,664	$12,249	$10,660	3				

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$8,332	$7,797	$10,468	$8,195	1				
$100 TO $249 MILLION	14	$9,532	$8,575	$11,584	$10,100	2				
$250 TO $499 MILLION	6	$8,961	$8,098	$10,885	$8,796	3				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	35	$9,200	$8,375	$11,382	$9,252	3				
114 SECURITY GUARD										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$12,070	$10,041	$13,669	$11,700	2				
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	23	$13,824	$10,660	$14,456	$12,024	2				
201 SAFE DEPOSIT CLERK										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$12,040	$9,639	$13,690	$12,512	1				
$100 TO $249 MILLION	24	$12,086	$9,656	$14,004	$11,856	1				
$250 TO $499 MILLION	8	$11,442	$9,553	$13,022	$11,340	2				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	59	$11,875	$9,727	$13,826	$11,820	2				
202 RECEPTIONIST										
UNDER $20 MILLION	5	$12,250 *	$8,750	$12,000	$12,600 *	1				
$20 TO $29 MILLION	9	$11,074	$10,319	$13,567	$11,220	1				
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$10,584	$9,314	$13,123	$10,500	1				
$100 TO $249 MILLION	12	$10,817	$9,394	$13,192	$9,750	2				
$250 TO $499 MILLION	7	$10,299	$9,456	$12,773	$9,860	3				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	53	$10,779	$9,427	$13,040	$10,500	2				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
203 NEW ACCOUNTS REPRESENTATIVE										
UNDER $20 MILLION	17	$10,545	$9,070	$13,478	$10,800	1				
$20 TO $29 MILLION	14	$11,895	$10,666	$14,277	$12,100	2				
$30 TO $39 MILLION	12	$11,421	$9,942	$13,912	$11,000	2				
$40 TO $49 MILLION	9	$11,299	$9,389	$15,270	$11,900	3				
$50 TO $99 MILLION	24	$12,552	$9,938	$14,334	$12,350	3				
$100 TO $249 MILLION	25	$12,124	$10,172	$14,750	$11,752	4				
$250 TO $499 MILLION	9	$12,642	$10,410	$15,254	$12,500	8				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	115	$11,881	$10,123	$14,644	$11,900	4				
204 TELEPHONE OPERATOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	6	$8,963	$8,366	$12,019	$8,840	1				
$30 TO $39 MILLION	8	$10,392	$9,372	$12,571	$10,200	1				
$40 TO $49 MILLION	5	$10,177	$9,338	$12,985	$10,320	1				
$50 TO $99 MILLION	22	$9,792	$8,696	$12,218	$9,300	1				
$100 TO $249 MILLION	25	$10,642	$9,073	$12,809	$10,800	1				
$250 TO $499 MILLION	9	$10,469	$8,924	$12,742	$9,640	1				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	82	$10,267	$8,973	$12,593	$10,200	1				
205 SECRETARY										
UNDER $20 MILLION	16	$11,696	$10,241	$14,164	$11,200	1				
$20 TO $29 MILLION	8	$12,692	$11,209	$15,543	$12,372	2				
$30 TO $39 MILLION	9	$11,537	$9,778	$14,674	$12,000	2				
$40 TO $49 MILLION	8	$11,869	$10,414	$15,540	$11,240	2				
$50 TO $99 MILLION	22	$12,450	$10,422	$14,898	$11,600	4				
$100 TO $249 MILLION	23	$12,451	$10,615	$15,677	$12,390	5				
$250 TO $499 MILLION	8	$12,307	$10,639	$15,055	$11,300	6				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	101	$12,208	$10,503	$15,251	$12,000	6				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	13	$13,405	$10,923	$14,300	$12,300	1				
$20 TO $29 MILLION	12	$14,920	$12,849	$17,263	$14,220	1				
$30 TO $39 MILLION	8	$14,915	$12,656	$15,621	$13,200	1				
$40 TO $49 MILLION	7	$14,736	$12,434	$17,541	$14,350	1				
$50 TO $99 MILLION	25	$15,645	$12,638	$18,020	$15,000	1				
$100 TO $249 MILLION	25	$16,310	$12,468	$19,049	$15,695	2				
$250 TO $499 MILLION	9	$16,590	$12,618	$18,204	$15,800	3				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	105	$15,472	$12,618	$18,154	$15,000	2				

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
207 LEGAL SECRETARY										
UNDER $20 MILLION	5	$11,236			$10,300	1				
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
ALL BANKS	13	$12,664	$11,844	$16,595	$12,756	2				
208 UNIVERSAL TELLER										
UNDER $20 MILLION	27	$9,798	$8,747	$11,259	$9,675	4				
$20 TO $29 MILLION	15	$10,284	$9,328	$13,109	$10,716	5				
$30 TO $39 MILLION	12	$9,686	$8,619	$12,360	$9,880	9				
$40 TO $49 MILLION	9	$9,835	$8,655	$13,128	$9,600	11				
$50 TO $99 MILLION	23	$10,508	$9,145	$13,704	$10,263	16				
$100 TO $249 MILLION	24	$10,874	$9,472	$14,025	$10,950	18				
$250 TO $499 MILLION	9	$10,934	$9,582	$13,438	$10,900	25				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	124	$10,323	$9,175	$13,278	$10,200	24				
209 HEAD TELLER										
UNDER $20 MILLION	23	$12,162	$11,601	$15,433	$12,300	1				
$20 TO $29 MILLION	14	$14,334	$12,336	$17,697	$14,724	2				
$30 TO $39 MILLION	12	$13,173	$11,398	$15,772	$12,300	1				
$40 TO $49 MILLION	9	$12,906	$12,581	$16,441	$12,900	1				
$50 TO $99 MILLION	25	$14,423	$12,514	$17,578	$13,200	2				
$100 TO $249 MILLION	23	$14,655	$12,301	$18,188	$13,320	3				
$250 TO $499 MILLION	8	$15,006	$11,514	$16,527	$13,350	5				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	119	$13,762	$12,037	$17,061	$13,200	3				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	8	$30,500	$30,000	$45,000	$30,000	1	37	2	1	3
$20 TO $29 MILLION	10	$36,712	$30,000	$39,200	$36,000	1	39	5	3	7
$30 TO $39 MILLION	8	$32,912	$27,150	$40,750	$29,500	1	37	7	3	8
$40 TO $49 MILLION	8	$33,048	$32,900	$41,880	$31,500 *	1	45	8	4	5
$50 TO $99 MILLION	20	$39,328	$23,455	$40,918	$36,000	1	42	9	5	5
$100 TO $249 MILLION	21	$38,127	$25,983	$40,902	$37,940	2	45	11	6	6
$250 TO $499 MILLION	7	$45,018	$30,900	$47,833	$42,625	3	44	11	5	8
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	87	$37,309	$27,741	$43,483	$36,000	1	42	8	4	6

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	8	$24,100			$25,000	1	44	6	3	3
$20 TO $29 MILLION	9	$25,925	$23,558	$33,108	$27,960	1	40	7	3	2
$30 TO $39 MILLION	7	$26,364	$20,500	$30,833	$27,500	1	36	4	3	2
$40 TO $49 MILLION	8	$28,441	$20,670	$28,707	$27,485	2	38	6	4	4
$50 TO $99 MILLION	22	$29,084	$21,083	$34,079	$29,322	1	40	6	3	4
$100 TO $249 MILLION	21	$28,672	$23,786	$36,116	$28,100	2	38	7	3	3
$250 TO $499 MILLION	9	$27,334	$21,568	$33,540	$26,750	3	40	12	3	4
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	88	$27,481	$21,593	$33,019	$27,900	2	39	7	3	3
303 SR CONSUMER LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	6	$26,977			$28,000	1	44	5	4	3
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$30,564	$27,900	$36,880	$30,120	1	39	5	2	4
$50 TO $99 MILLION	13	$29,994	$20,002	$31,828	$28,800	1	40	11	5	4
$100 TO $249 MILLION	15	$29,323	$22,182	$34,318	$28,000	1	46	13	6	6
$250 TO $499 MILLION	7	$28,558	$23,737	$35,360	$27,950	2	44	7	3	10
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
ALL BANKS	54	$29,203	$22,692	$33,293	$28,500	1	43	9	5	6
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	10	$19,414			$19,200	1	36	3	2	2
$20 TO $29 MILLION	9	$18,850	$15,294	$19,906	$18,500	1	30	4	1	2
$30 TO $39 MILLION	8	$23,050	$18,833	$33,067	$20,000	1	35	4	2	2
$40 TO $49 MILLION	6	$19,845	$19,108	$25,426	$19,380	2	31	5	3	3
$50 TO $99 MILLION	23	$21,087	$17,223	$26,750	$20,000	2	38	7	4	3
$100 TO $249 MILLION	26	$22,211	$17,701	$27,893	$21,151	2	40	10	5	3
$250 TO $499 MILLION	9	$19,578	$15,648	$24,122	$19,933	4	35	8	4	5
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	95	$21,071	$17,352	$26,759	$20,100	3	37	7	3	3
305 SR MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$38,798			$31,440	1	47	12	9	2
$100 TO $249 MILLION	6	$32,737	$27,893	$43,113	$27,300 *	1	42	12	6	3
$250 TO $499 MILLION	6	$31,927	$23,919	$34,909	$26,500	2	37	5	2	7
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	24	$33,508	$25,210	$37,455	$30,000	1	44	9	5	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$22,084	$17,783	$25,293	$18,000	1	45	7	3	2
$100 TO $249 MILLION	15	$22,537	$20,429	$30,155	$19,900 *	1	42	8	3	3
$250 TO $499 MILLION	6	$24,438	$20,854	$31,662	$23,920	2	40	7	3	3
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	42	$23,411	$19,860	$29,774	$21,120	1	44	7	3	3
307 TRUST ACCOUNT ADMINISTRATOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	11	$30,073	$22,436	$36,308	$27,200	1	44	12	6	4
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	21	$27,750	$21,886	$34,655	$25,575	2	42	10	4	3
308 CORPORATE TRUST OFFICER										
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	11	$33,951	$24,920	$39,484	$33,880	1	40	9	5	5
309 PERSONAL TRUST OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	8	$26,732	$21,224	$32,583	$23,321	1	48	7	5	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	19	$26,060	$21,291	$32,099	$26,000	2	45	10	5	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	8	$31,908	$27,352	$41,827	$30,000	1	42	5	4	4
311 INTERNAL AUDITOR										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	15	$21,664	$17,534	$27,929	$22,500	1	34	8	2	3
$100 TO $249 MILLION	10	$22,137	$19,420	$33,078	$21,683	1	39	8	3	1
$250 TO $499 MILLION	5	$21,904	$17,240	$24,340	$24,000	2	39	7	3	1
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	45	$22,256	$18,991	$28,404	$21,000	2	37	7	3	8
312 LOAN REVIEW OFFICER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$20,387			$18,086	1	46	6	3	1
$100 TO $249 MILLION	9	$23,964	$18,056	$29,177	$25,000	1	38	5	1	8
$250 TO $499 MILLION	6	$27,587	$22,960	$34,660	$28,000	1	37	7	2	3
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	27	$24,867	$20,133	$30,986	$25,000	1	42	7	2	5
313 BUSINESS DEVELOPMENT OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$24,802	$19,800	$32,802	$22,500	1	41	7	6	1
$100 TO $249 MILLION	10	$26,233	$21,803	$34,583	$23,503	1	41	5	1	2
$250 TO $499 MILLION	7	$31,560 *	$23,458	$29,450	$29,000	1	49	9	4	1
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	35	$25,785	$20,501	$30,862	$24,000	1	42	7	4	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	7	$22,734	$19,405	$31,068	$24,096	5	31	7	2	2
315 SR COMPUTER PROGRAMMER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	5	$20,174	$18,687	$29,202	$21,900	3	36	3	2	3
316 COMPUTER PROGRAMMER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	8	$18,034	$16,612	$23,365	$18,060	1	32	2	2	
317 SR COMPUTER OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	16	$15,268	$12,857	$17,298	$14,953	1	34	7	3	4

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$12,064	$9,644	$12,783	$11,778	2	26	4	2	2
$100 TO $249 MILLION	9	$12,214	$10,641	$15,588	$12,390	3	29	4	2	2
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	29	$11,874	$10,712	$14,972	$12,000	2	28	4	2	2
319 STAFF APPRAISER										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	6	$28,399	$21,403	$29,709	$21,384 *	1	42	4	4	1
320 CONSUMER LOAN COLLECTOR										
UNDER $20 MILLION	4	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$13,630	$11,132	$16,502	$12,864	1	36	4	2	4
$100 TO $249 MILLION	15	$14,834	$12,520	$18,506	$14,350	2	36	3	2	
$250 TO $499 MILLION	8	$15,519	$13,110	$19,390	$14,420	4	34	4	2	2
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	48	$14,650	$12,085	$17,957	$14,064	4	34	4	2	3
321 PERSONNEL ASSISTANT										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$14,090	$11,237	$16,503	$15,000	1	28	3	2	5
$100 TO $249 MILLION	16	$15,583	$11,731	$17,737	$14,520	1	34	6	2	1
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
ALL BANKS	29	$15,033	$11,902	$17,685	$15,000	1	33	6	2	5

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	8	$16,650	$14,991	$22,194	$14,820 *	2	37	5	2	6
323 ASST BRANCH MANAGER (LARGE +31)										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	5	$29,196	$25,296	$36,949	$32,000	9	50	13	4	36
324 ASST BRANCH MGR (MEDIUM 10-30)										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	10	$21,394	$18,855	$28,032	$21,696	8	37	9	2	16
325 ASST BRANCH MANAGER (SMALL -10)										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	15	$17,409	$14,012	$20,579	$17,400	3	38	11	3	7

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
326 ACCOUNTANT										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	10	$18,281	$15,741	$24,793	$17,000	1	36	5	3	4
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	24	$21 401	$17,509	$26,601	$19,500	1	36	6	3	2
327 OFFICER TRAINEE (B.A.)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$16,130	$11,850	$18,132	$14,400	2	25	2	1	3
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	17	$15,261	$13,859	$19,673	$14,612	5	26	3	1	3
328 OFFICER TRAINEE (M.A.)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
329 ADVERTISING OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	10	$23,232	$19,120	$31,072	$18,000 *	1	38	6	4	8

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
UNDER $20 MILLION	5	$14,370			$12,900	1	40	4	3	2
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$18,297	$15,440	$23,470	$16,080	2	47	16	2	3
$100 TO $249 MILLION	13	$20,159	$15,223	$23,676	$19,800	1	41	11	3	9
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	35	$18,401	$14,811	$21,238	$17,500	5	42	10	3	6
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	33	$41,627	$37,380	$47,625	$41,500	1	43	8	4	11
$20 TO $29 MILLION	17	$53,540	$46,500	$63,750	$50,400	1	47	9	6	20
$30 TO $39 MILLION	12	$57,448	$49,450	$71,450	$55,000	1	47	13	8	24
$40 TO $49 MILLION	10	$54,945	$51,633	$69,500	$49,350 *	3	53	18	9	27
$50 TO $99 MILLION	26	$71,023	$52,868	$102,489	$66,000	1	51	15	9	48
$100 TO $249 MILLION	25	$84,678	$57,120	$91,650	$80,600	1	53	22	6	69
$250 TO $499 MILLION	9	$110,293	$79,580	$116,150	$100,000	1	55	16	4	111
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	139	$69,940	$63,931	$99,498	$60,000 *	1	49	14	6	78
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	6	$28,067			$27,400	1	38	7	5	6
$20 TO $29 MILLION	6	$38,130			$36,000	1	43	9	6	20
$30 TO $39 MILLION	6	$41,860	$36,500	$43,500	$40,562	1	42	10	7	16
$40 TO $49 MILLION	5	$38,272	$26,800	$50,000	$38,000	1	44	12	4	28
$50 TO $99 MILLION	16	$49,448	$36,839	$59,897	$46,400	1	49	15	8	35
$100 TO $249 MILLION	17	$60,509	$39,485	$62,619	$57,900	1	47	12	4	53
$250 TO $499 MILLION	7	$80,353	$51,350	$80,933	$73,200	1	47	13	4	77
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	66	$53,459	$44,388	$69,151	$47,500	1	46	12	5	39
403 CHIEF FINANCIAL OFFICER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	9	$35,249 *	$24,400	$33,900	$36,300 *	1	45	9	7	15
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$46,158	$36,751	$61,586	$42,500	1	40	10	3	11
$100 TO $249 MILLION	17	$40,962			$41,200	1	38	9	4	14
$250 TO $499 MILLION	5	$69,381 *	$51,800	$68,567	$74,500 *	1	39	10	3	92
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	50	$45,363	$37,669	$58,229	$40,000	1	42	10	5	21

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	21	$23,576	$19,480	$25,580	$22,200	1	36	6	3	9
$20 TO $29 MILLION	10	$29,585	$28,425	$41,042	$29,700	1	41	7	5	13
$30 TO $39 MILLION	9	$32,207	$25,433	$40,250	$31,500	1	42	10	5	18
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	17	$32,595	$27,866	$48,314	$30,000	1	38	8	4	37
$100 TO $249 MILLION	22	$40,106	$29,655	$47,619	$41,040	1	46	17	7	33
$250 TO $499 MILLION	7	$47,691 *	$33,936	$46,384	$48,000 *	1	43	16	2	67
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	95	$33,839	$27,726	$46,578	$30,450	1	40	11	4	29
405 OPERATIONS OFFICER										
UNDER $20 MILLION	12	$18,027	$13,068	$19,320	$16,700	1	33	4	2	10
$20 TO $29 MILLION	11	$20,208	$15,603	$22,575	$20,090	1	40	13	4	9
$30 TO $39 MILLION	9	$21,403	$17,500	$27,350	$19,380	1	44	11	6	20
$40 TO $49 MILLION	7	$22,834	$20,783	$29,313	$21,000	2	41	9	4	17
$50 TO $99 MILLION	17	$22,496	$18,224	$27,038	$22,560	2	36	8	3	15
$100 TO $249 MILLION	20	$23,368	$18,583	$30,025	$21,360	2	38	9	3	16
$250 TO $499 MILLION	9	$28,067	$20,739	$31,103	$27,100	1	39	12	5	24
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	89	$22,320	$18,796	$29,088	$20,400	2	38	9	4	17
406 PERSONNEL OFFICER/DIRECTOR										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	18	$22,128	$18,460	$28,379	$21,000	1	41	8	3	15
$100 TO $249 MILLION	25	$26,462	$21,865	$34,705	$27,475	1	39	10	4	11
$250 TO $499 MILLION	9	$34,349	$25,951	$37,187	$30,900	1	45	16	6	5
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	64	$28,523	$23,911	$38,256	$27,000	1	41	10	4	15
407 MARKETING OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$23,963	$18,316	$27,847	$23,400	1	38	8	5	3
$100 TO $249 MILLION	17	$29,014	$22,550	$35,125	$27,500	1	42	6	4	2
$250 TO $499 MILLION	9	$30,252	$24,255	$37,793	$31,200	1	39	10	3	4
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	47	$29,354	$23,841	$36,648	$27,750	1	42	8	4	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
408 CONTROLLER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$26,734	$20,977	$34,777	$24,000	1	34	7	4	4
$100 TO $249 MILLION	10	$32,242	$24,352	$39,327	$29,280	1	38	10	4	5
$250 TO $499 MILLION	9	$40,564	$27,394	$40,881	$32,000	1	55	22	6	11
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	36	$35,013	$28,059	$43,304	$30,390	1	42	12	5	9
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$20,206	$17,307	$26,475	$20,400	1	45	10	3	3
$100 TO $249 MILLION	6	$24,028	$18,599	$29,990	$20,650	1	45	15	6	3
$250 TO $999 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	22	$23,630	$20,693	$31,265	$20,400 *	1	44	13	6	5
410 BRANCH ADMINISTRATION OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	14	$46,926	$45,294	$70,540	$48,000	2	44	11	3	87
411 BRANCH MANAGER (LARGE +31)										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	7	$45,300	$37,717	$57,190	$45,500	6	50	18	6	38

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	18	$33,517	$27,394	$44,156	$34,000	8	42	13	5	16
413 BRANCH MANAGER (SMALL -10)										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$22,159			$25,000	4	35	6	3	13
$100 TO $249 MILLION	5	$25,631	$17,615	$26,660	$28,050 *	1	41	12	7	7
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	23	$24,878	$18,078	$27,981	$25,000	4	38	9	4	8
414 DATA PROCESSING DIRECTOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$30,644 *	$17,360	$26,442	$33,900 *	1	39	5	4	10
$100 TO $249 MILLION	7	$32,863	$25,090	$38,570	$37,500	1	36	5	4	16
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	23	$32,189	$25,529	$42,405	$33,900	1	38	7	4	31
415 COMPUTER CENTER MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	10	$26,134 *	$26,277	$40,531	$23,500 *	1	39	9	5	10

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	8	$31,884	$31,825	$48,047	$30,000 *	1	32	5	2	53
417 DP OPERATIONS SUPERVISOR										
$20 TO $29 MILLION	5	$17,732	$17,472	$23,200	$17,880	1	32	7	3	3
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	13	$18,797	$16,578	$24,453	$18,900	1	35	7	3	7
418 PURCHASING MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$18,679	$13,353	$19,775	$18,100	1	45	14	4	3
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	19	$23,625	$20,620	$31,121	$23,400	1	47	16	7	10
419 COMMERCIAL CREDIT DEPT MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$32,800	$24,080	$36,980	$34,800	1	34	4	2	8
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	22	$33,566	$29,876	$45,709	$30,000	1	38	6	2	9

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$25,356	$23,108	$39,414	$27,000	1	37	6	2	6
$100 TO $249 MILLION	18	$33,290	$24,970	$39,713	$31,100	1	45	12	7	12
$250 TO $499 MILLION	8	$37,756	$28,155	$41,402	$35,000	1	49	13	4	19
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	48	$31,584	$26,018	$40,875	$31,080	1	42	9	4	14
421 MORTGAGE LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$29,770	$25,214	$41,663	$30,972	1	43	5	4	2
$100 TO $249 MILLION	10	$38,151	$27,095	$43,516	$32,500	1	41	9	4	4
$250 TO $499 MILLION	9	$45,890 *	$27,589	$39,832	$33,000	1	40	11	4	9
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	34	$39,421	$28,484	$43,697	$33,000	1	42	8	4	7
422 COMMERCIAL LOAN DEPT MANAGER										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$34,478	$26,038	$45,966	$38,000	1	37	5	2	6
$100 TO $249 MILLION	17	$43,227	$31,177	$49,708	$40,000	1	40	7	3	12
$250 TO $499 MILLION	7	$51,029	$37,067	$53,833	$46,000	1	37	8	3	15
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	42	$41,854	$32,500	$51,061	$40,000	1	38	7	3	12
423 SR TRUST OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	15	$44,485	$32,174	$54,505	$46,800	1	50	11	6	8
$250 TO $499 MILLION	5	$43,176	$29,917	$44,500	$38,100	1	50	20	7	23
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	26	$44,312	$31,651	$51,139	$42,960	1	50	13	5	19

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
$100 TO $249 MILLION	14	$22,746	$18,846	$29,639	$20,000	1	46	12	5	4
$250 TO $499 MILLION	5	$26,636	$19,790	$31,133	$25,680	1	40	8	4	8
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	25	$24,984	$20,281	$31,136	$24,000	1	44	11	4	8
425 TELEPHONE SUPERVISOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	8	$15,080	$12,353	$18,810	$14,760	1	48	9	4	5
426 COMPENSATION & BENEFITS MGR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	10	$25,688	$22,395	$31,253	$22,020 *	1	38	8	3	12
427 PAYROLL SUPERVISOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	16	$16,415	$14,190	$20,428	$15,808	1	38	10	4	6

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$29,116			$27,600	1	35	4	4	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	20	$31,649	$30,385	$47,180	$28,000 *	1	39	7	4	7
429 SECURITY MANAGER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	17	$25,404	$21,366	$33,905	$24,000	1	48	10	7	8
430 CONSUMER LOAN COLLECTION MGR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	9	$21,732	$16,829	$27,301	$22,260	1	39	4	3	3
$250 TO $499 MILLION	6	$20,157	$16,052	$22,633	$18,660	1	49	4	2	6
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	30	$20,561	$17,645	$27,841	$19,190	1	39	5	2	8
431 TRAINING DIRECTOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	13	$26,275	$26,088	$39,183	$24,600 *	1	37	6	2	10

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	8	$28,066	$24,092	$35,470	$28,600	1	45	8	4	9
433 SR BUSINESS DEVELOPMENT OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	11	$37,844	$29,109	$42,987	$38,000	1	54	15	2	3
434 SR INTERNATIONAL BANKING OFFICR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
435 SR INVESTMENT OFFICER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	5	$41,180	$31,250	$41,925	$39,900	1	45	12	7	5
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
ALL BANKS	18	$38,537	$33,744	$49,158	$39,200	1	47	13	6	5

GEOGRAPHIC REGION IX RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
436 SR CORRESPONDENT BANKING OFFICR										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	7	$43,670	$35,903	$56,062	$43,500	1	48	11	8	2

Region X Pacific

Alaska
California
Hawaii
Oregon
Washington

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
101 FILE CLERK										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$9,669	$8,824	$12,497	$9,840	3				
$100 TO $249 MILLION	7	$10,045	$8,902	$12,818	$10,150	5				
$250 TO $499 MILLION	5	$9,464	$8,350	$12,545	$9,420	6				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	32	$9,857	$8,806	$12,622	$9,840	4				
102 GENERAL CLERK										
UNDER $20 MILLION	6	$12,276	$9,090	$12,480	$13,200 *	1				
$20 TO $29 MILLION	5	$15,885	$11,233	$16,413	$15,900	2				
$30 TO $39 MILLION	8	$13,108	$10,467	$17,560	$12,600	2				
$40 TO $49 MILLION	5	$14,617 *	$9,816	$13,700	$14,400 *	3				
$50 TO $99 MILLION	9	$12,753	$10,941	$16,299	$11,856	5				
$100 TO $249 MILLION	8	$12,204	$10,569	$15,669	$11,275	10				
$250 TO $499 MILLION	5	$12,079	$9,648	$14,911	$11,090	10				
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$11,983	$10,133	$15,239	$12,077	26				
ALL BANKS	52	$13,029	$10,462	$15,726	$12,990	8				
103 CLERK TYPIST										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	6	$12,492	$10,720	$15,930	$11,808	6				
$250 TO $499 MILLION	5	$13,293	$11,375	$17,395	$12,120	4				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	28	$12,539	$10,621	$15,516	$11,784	5				
104 DATA ENTRY OPERATOR										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$11,782	$9,680	$14,979	$10,910	2				
$100 TO $249 MILLION	5	$11,559	$9,960	$15,007	$12,300	2				
$250 TO $499 MILLION	5	$13,470	$10,633	$16,666	$13,980	4				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$12,812	$10,534	$15,876	$12,843	18				
ALL BANKS	27	$12,378	$10,459	$15,738	$12,376	5				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
105 MAIL CLERK										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$9,770	$8,760	$12,727	$9,568	1				
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	6	$11,119	$8,759	$13,030	$11,280	2				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	25	$10,625	$8,901	$13,137	$10,600	4				
106 ACCOUNTING CLERK-SR										
UNDER $20 MILLION	5	$11,960	$11,433	$16,141	$11,400 *	1				
$20 TO $29 MILLION	5	$17,333	$14,900	$22,200	$17,100	1				
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	6	$18,901	$13,468	$19,233	$16,500	2				
$50 TO $99 MILLION	12	$17,449	$12,973	$20,258	$16,058	3				
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$16,834	$13,586	$20,796	$17,304	1				
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	48	$17,190	$13,513	$20,361	$16,380	2				
107 ACCOUNTING CLERK										
UNDER $20 MILLION	5	$13,690 *	$9,960	$13,590	$12,900	1				
$20 TO $29 MILLION	6	$13,813	$12,352	$17,860	$13,500	1				
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$12,578	$10,825	$16,280	$12,000	4				
$100 TO $249 MILLION	9	$14,282	$11,200	$16,230	$13,680	3				
$250 TO $499 MILLION	5	$14,132	$11,611	$17,731	$14,400	2				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	50	$13,846	$11,374	$16,859	$13,530	3				
108 PROOF MACHINE OPERATOR										
UNDER $20 MILLION	16	$10,964	$9,659	$14,371	$10,594	1				
$20 TO $29 MILLION	10	$12,099	$11,047	$16,167	$12,150	1				
$30 TO $39 MILLION	8	$12,342	$9,900	$15,860	$12,000	2				
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	16	$11,604	$10,159	$14,495	$11,700	2				
$100 TO $249 MILLION	11	$11,669	$10,152	$14,951	$11,800	4				
$250 TO $499 MILLION	5	$11,739	$9,783	$14,385	$11,592	6				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$11,684	$9,571	$14,421	$10,920	36				
ALL BANKS	79	$11,688	$10,081	$14,878	$11,800	5				

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
109 WORD PROCESSING OPERATOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$15,338	$11,060	$16,616	$15,080	2				
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$14,420	$11,453	$17,206	$14,720	4				
ALL BANKS	18	$15,220	$11,886	$17,619	$15,080	2				
110 BOOKKEEPING MACHINE OPERATOR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
111 MAINTENANCE SERVICE WORKER										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	7	$15,059	$11,899	$19,798	$14,560	1				
112 CUSTODIAN										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	11	$11,290	$9,224	$14,034	$11,004	2				

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
113 MESSENGER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$10,672	$8,940	$13,140	$10,800	1				
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$10,329	$8,972	$13,249	$9,880	2				
$100 TO $249 MILLION	10	$11,039	$9,255	$12,975	$10,530	2				
$250 TO $499 MILLION	6	$11,585	$8,966	$13,447	$11,580	2				
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	49	$10,861	$9,161	$13,335	$10,721	3				
114 SECURITY GUARD										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$13,095	$11,877	$17,916	$14,070	20				
ALL BANKS	10	$13,298	$11,013	$16,692	$13,336	11				
201 SAFE DEPOSIT CLERK										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$12,153	$9,962	$14,713	$11,040	1				
$100 TO $249 MILLION	7	$11,908	$10,185	$14,842	$12,325	2				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	29	$12,148	$10,127	$15,018	$12,000	2				
202 RECEPTIONIST										
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	6	$12,900	$9,500	$13,200	$12,000	2				
$50 TO $99 MILLION	7	$12,071	$9,972	$14,525	$12,580	1				
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	31	$12,227	$10,145	$14,911	$12,120	2				

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
203 NEW ACCOUNTS REPRESENTATIVE										
UNDER $20 MILLION	19	$13,089	$10,696	$15,033	$12,189	1				
$20 TO $29 MILLION	10	$13,861	$10,987	$16,150	$13,596	2				
$30 TO $39 MILLION	9	$14,897	$11,685	$18,720	$15,350	3				
$40 TO $49 MILLION	8	$15,309	$10,873	$15,800	$13,200	3				
$50 TO $99 MILLION	15	$13,397	$11,199	$17,278	$13,124	5				
$100 TO $249 MILLION	11	$14,113	$11,276	$17,051	$13,530	7				
$250 TO $499 MILLION	5	$14,885	$11,402	$17,627	$13,160	11				
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$13,693	$11,573	$16,976	$13,165	106				
ALL BANKS	86	$13,948	$11,243	$16,873	$13,380	11				
204 TELEPHONE OPERATOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	9	$11,123	$10,012	$15,129	$11,100	1				
$100 TO $249 MILLION	9	$12,362	$10,121	$14,727	$12,325	1				
$250 TO $499 MILLION	5	$13,277	$10,797	$16,241	$12,450	2				
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$12,145	$10,230	$15,638	$11,400	3				
ALL BANKS	41	$11,785	$9,998	$15,049	$12,000	2				
205 SECRETARY										
UNDER $20 MILLION	12	$13,694	$12,370	$18,661	$12,900	1				
$20 TO $29 MILLION	6	$14,949	$11,514	$17,553	$14,500	2				
$30 TO $39 MILLION	9	$15,722	$12,435	$21,645	$16,800	3				
$40 TO $49 MILLION	5	$15,087	$12,410	$18,433	$13,800	2				
$50 TO $99 MILLION	15	$14,596	$11,569	$17,734	$14,192	4				
$100 TO $249 MILLION	9	$15,290	$12,515	$18,545	$14,800	8				
$250 TO $499 MILLION	5	$14,891	$11,018	$17,248	$14,200	6				
$500 TO $999 MILLION	5	$14,634	$12,739	$19,721	$14,830	10				
$1 BILLION AND OVER	6	$13,659	$11,361	$17,328	$13,608	77				
ALL BANKS	72	$14,682	$11,935	$18,340	$14,283	10				
206 EXECUTIVE SECRETARY										
UNDER $20 MILLION	14	$16,268	$12,608	$19,463	$15,060	1				
$20 TO $29 MILLION	11	$19,497	$16,627	$24,043	$17,400	2				
$30 TO $39 MILLION	8	$20,338	$14,880	$27,500	$21,000	2				
$40 TO $49 MILLION	6	$19,004			$17,400	1				
$50 TO $99 MILLION	11	$19,137	$13,795	$23,519	$19,920	2				
$100 TO $249 MILLION	11	$20,277	$15,257	$21,727	$18,000	2				
$250 TO $499 MILLION	5	$23,338	$16,295	$25,995	$21,120	3				
$500 TO $999 MILLION	5	$19,311	$16,051	$25,174	$18,550	5				
$1 BILLION AND OVER	6	$20,059	$15,215	$23,306	$19,200	20				
ALL BANKS	77	$19,300	$15,018	$23,435	$18,550	4				

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
207 LEGAL SECRETARY										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	13	$18,026	$12,982	$20,960	$17,700	3				
208 UNIVERSAL TELLER										
UNDER $20 MILLION	20	$10,741	$9,402	$14,142	$10,500	5				
$20 TO $29 MILLION	12	$11,461	$9,944	$15,131	$11,482	7				
$30 TO $39 MILLION	9	$12,395	$10,450	$18,640	$12,400	6				
$40 TO $49 MILLION	5	$10,765	$8,919	$13,500	$10,860	11				
$50 TO $99 MILLION	14	$12,101	$10,357	$15,377	$11,700	18				
$100 TO $249 MILLION	10	$11,701	$9,754	$14,873	$10,811	40				
$250 TO $499 MILLION	5	$12,074	$10,213	$15,610	$11,691	36				
$500 TO $999 MILLION	5	$12,257	$11,311	$17,134	$12,336	56				
$1 BILLION AND OVER	6	$11,953	$10,487	$16,074	$11,690	271				
ALL BANKS	86	$11,599	$10,080	$15,452	$11,662	36				
209 HEAD TELLER										
UNDER $20 MILLION	14	$12,576	$11,380	$16,180	$11,480	1				
$20 TO $29 MILLION	8	$14,698	$12,520	$19,860	$14,880	2				
$30 TO $39 MILLION	6	$15,005	$13,500	$20,250	$14,400	2				
$40 TO $49 MILLION	7	$13,408	$10,530	$14,400	$12,000	2				
$50 TO $99 MILLION	13	$14,271	$11,821	$18,056	$14,000	2				
$100 TO $249 MILLION	7	$13,894	$11,890	$17,394	$13,800	12				
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	64	$14,110	$12,264	$18,482	$14,000	8				
301 SR COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	9	$40,185	$32,213	$48,360	$38,000	1	47	2	2	5
$20 TO $29 MILLION	8	$37,531 *	$38,750	$55,000	$38,000 *	1	43	3	6	3
$30 TO $39 MILLION	6	$52,658	$30,600	$66,000	$47,750	1	44	2	3	3
$40 TO $49 MILLION	6	$43,792	$38,200	$58,250	$43,749	2	47	2	2	5
$50 TO $99 MILLION	12	$39,296	$29,987	$49,901	$41,000	2	40	3	2	4
$100 TO $249 MILLION	7	$47,394	$34,330	$54,250	$47,500	2	44	7	5	4
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$38,148	$30,610	$48,749	$38,140	6	44	9	5	
ALL BANKS	61	$42,985	$32,975	$53,519	$42,500	2	44	5	4	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
302 COMMERCIAL LOAN OFFICER										
UNDER $20 MILLION	5	$30,836	$22,140	$33,300	$32,760	1	42	2	2	4
$20 TO $29 MILLION	6	$31,183	$25,000	$50,000	$30,000	1	37	2	3	2
$30 TO $39 MILLION	5	$30,475	$26,000	$50,000	$32,000	1	39	1	1	2
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$26,778	$20,378	$32,299	$25,750	3	37	2	2	2
$100 TO $249 MILLION	7	$35,393	$25,087	$38,473	$35,727	3	42	3	3	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	49	$30,046	$22,691	$37,387	$30,600	4	39	3	2	2
303 SR CONSUMER LOAN OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$26,748	$20,902	$33,074	$26,400	31	42	10	1	
ALL BANKS	19	$30,771	$22,419	$35,308	$29,760	10	45	8	4	5
304 CONSUMER LOAN OFFICER										
UNDER $20 MILLION	9	$19,913	$15,240	$25,260	$19,980	1	38	3	3	4
$20 TO $29 MILLION	6	$19,750	$16,000	$25,800	$19,200	2	32	3	2	2
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$21,491	$19,148	$31,563	$18,260 *	2	37	6	2	2
$100 TO $249 MILLION	6	$24,711	$16,800	$25,200	$22,680	3	35	5	2	3
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$20,149	$17,556	$27,272	$19,683	54	38	7	2	
ALL BANKS	51	$21,916	$17,756	$28,244	$20,798	9	36	5	2	3
305 SR MORTGAGE LOAN OFFICER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	5	$46,800			$50,000	1	49	1	3	4
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	22	$39,899	$30,383	$49,674	$35,220	1	43	5	3	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
306 MORTGAGE LOAN OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	6	$26,541	$22,089	$33,652	$24,640	1	41	3	2	1
$100 TO $249 MILLION	5	$26,352	$18,504	$33,600	$25,800	2	41	5	2	5
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	26	$25,579	$21,544	$36,073	$24,640	3	37	4	2	4
307 TRUST ACCOUNT ADMINISTRATOR										
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	11	$27,296	$22,466	$35,271	$27,000	3	41	5	3	2
308 CORPORATE TRUST OFFICER		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
309 PERSONAL TRUST OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	10	$30,206	$25,821	$39,138	$28,152	1	44	10	7	9

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
310 STAFF ATTORNEY										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	8	$40,542	$30,315	$49,786	$37,400	2	34	3	1	1
311 INTERNAL AUDITOR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$24,775	$21,067	$33,744	$22,500	1	46	6	4	1
$100 TO $249 MILLION	8	$23,556	$20,491	$28,815	$24,000	1	39	4	3	1
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$25,725	$20,242	$32,488	$24,600	2	39	5		
$1 BILLION AND OVER	5	$29,955	$23,415	$37,195	$24,432	6	45	10	5	4
ALL BANKS	35	$25,530	$21,261	$32,875	$24,600	2	43	7	3	2
312 LOAN REVIEW OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$30,233	$26,690	$40,139	$29,000	1	38	5	2	2
$100 TO $249 MILLION	7	$34,509	$30,611	$44,297	$30,000 *	1	42	8	2	6
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	28	$35,495	$29,528	$46,003	$31,450	1	42	7	2	6
313 BUSINESS DEVELOPMENT OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	24	$27,655	$24,943	$39,843	$26,000	2	44	4	3	1

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
314 SYSTEMS ANALYST										
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	11	$35,984	$28,349	$45,834	$29,900	4	39	5	3	3
315 SR COMPUTER PROGRAMMER										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	12	$32,366	$25,966	$41,461	$28,524	6	35	3	4	3
316 COMPUTER PROGRAMMER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	16	$24,444	$19,866	$31,688	$23,756	4	30	4	2	
317 SR COMPUTER OPERATOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$19,347	$15,994	$24,452	$17,699	10	34	8	5	
ALL BANKS	17	$17,777	$15,174	$23,119	$17,412	5	31	4	2	2

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
318 COMPUTER OPERATOR										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$14,406	$12,604	$19,139	$13,740	2	28	3	1	1
$250 TO $499 MILLION	6	$15,750	$13,445	$20,597	$12,700 *	2	29	4	2	1
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$14,398	$12,686	$19,302	$14,408	8	28	11	1	
ALL BANKS	31	$14,822	$12,894	$19,784	$14,228	3	29	5	2	1
319 STAFF APPRAISER										
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	11	$25,646	$21,254	$30,893	$28,295	1	46	8	5	1
320 CONSUMER LOAN COLLECTOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	7	$19,593	$15,574	$23,194	$18,000	1	46	3	2	
$100 TO $249 MILLION	5	$18,120	$15,605	$22,330	$18,000	1	36	4	3	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	26	$18,448	$15,051	$23,047	$18,000	3	39	4	3	2
321 PERSONNEL ASSISTANT										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	8	$15,746	$12,558	$19,320	$14,040	1	35	4	3	3
$100 TO $249 MILLION	9	$18,548	$15,366	$23,682	$18,500	1	37	4	2	1
$250 TO $499 MILLION	6	$18,106	$14,172	$22,160	$15,048	1	32	6	4	2
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	29	$17,474	$14,178	$21,789	$17,680	1	34	4	3	2

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
322 EMPLOYMENT INTERVIEWER										
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	7	$21,673	$17,238	$27,701	$22,092	2	34	9	3	
323 ASST BRANCH MANAGER (LARGE +31)										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$33,322	$25,132	$40,705	$34,300	8	43	13	3	25
ALL BANKS	14	$28,319	$23,522	$38,823	$27,415	4	40	9	2	19
324 ASST BRANCH MGR (MEDIUM 10-30)										
$40 TO $49 MILLION	3	INSUFFICIENT DATA				2	37	6	2	25
$50 TO $99 MILLION	6	$23,247	$20,479	$33,210	$21,600	2	33	6	2	13
$100 TO $249 MILLION	5	$24,522	$16,560	$24,960	$24,060	3	45	12	3	17
$250 TO $499 MILLION	5	$28,946	$21,125	$33,992	$27,000					
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA				5	38	8	2	18
ALL BANKS	25	$25,439	$20,731	$33,347	$25,500					
325 ASST BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$23,057	$19,179	$29,810	$21,710	2	34	7	2	7
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	19	$23,302	$18,466	$29,036	$21,800	2	36	5	2	7

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
326 ACCOUNTANT										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	15	$24,057	$19,872	$31,895	$22,950	2	37	4	3	3
327 OFFICER TRAINEE (B.A.)										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$16,565	$14,826	$21,817	$16,200	1	26	3	2	5
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	17	$16,289	$14,908	$22,413	$16,200	2	25	2	1	4
328 OFFICER TRAINEE (M.A.)		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
329 ADVERTISING OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	8	$29,196	$20,456	$32,933	$27,600	1	38	5	2	2

GEOGRAPHIC REGION X RESULTS -- 1984

	NO OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
330 NEW ACCOUNTS OFFICER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	1	INSUFFICIENT DATA								
ALL BANKS	16	$19,239	$15,454	$23,629	$18,600	3	36	5	3	2
401 CHIEF EXECUTIVE OFFICER										
UNDER $20 MILLION	23	$52,520	$44,175	$63,750	$50,000	1	47	4	4	13
$20 TO $29 MILLION	14	$62,315	$54,950	$89,650	$60,000	1	49	8	6	16
$30 TO $39 MILLION	9	$83,711			$82,000	1	49	3	7	20
$40 TO $49 MILLION	8	$75,325	$61,300	$100,800	$70,000	1	50	5	5	34
$50 TO $99 MILLION	16	$79,023	$66,842	$116,127	$73,000	1	51	11	8	47
$100 TO $249 MILLION	11	$100,803			$100,000	1	51	15	6	131
$250 TO $499 MILLION	6	$128,699			$105,000	1	65	23	13	154
$500 TO $999 MILLION	5	$139,823	$105,780	$180,000	$140,040	1	52	11		732
$1 BILLION AND OVER	6	$257,301	$220,012	$371,888	$200,000 *	1	53	14	7	2,374
ALL BANKS	98	$90,048	$86,050	$138,072	$75,000 *	1	50	9	6	150
402 CHIEF ADMINISTRATIVE OFFICER										
UNDER $20 MILLION	8	$34,213	$27,000	$43,920	$31,500	1	46	2	2	12
$20 TO $29 MILLION	6	$49,229			$48,000	1	43	4	4	16
$30 TO $39 MILLION	5	$49,380			$48,000	1	43	3	5	20
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$56,933	$47,239	$87,207	$47,280	1	42	8	6	54
$100 TO $249 MILLION	8	$69,246 *	$39,120	$66,480	$60,000	1	48	8	4	70
$250 TO $499 MILLION	6	$112,497			$96,845	1	59	20	8	99
$500 TO $999 MILLION	5	$92,384	$61,780	$114,240	$87,900	1	41	5		228
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	56	$68,530 *	$70,170	$113,272	$58,092 *	1	46	8	5	85
403 CHIEF FINANCIAL OFFICER										
UNDER $20 MILLION	10	$36,516	$28,880	$40,673	$35,000	1	46	3	3	12
$20 TO $29 MILLION	7	$41,842	$34,900	$51,400	$42,500	1	42	3	3	12
$30 TO $39 MILLION	8	$42,975			$44,000	1	35	2	1	12
$40 TO $49 MILLION	6	$42,000	$38,050	$59,400	$36,000 *	1	39	3	3	16
$50 TO $99 MILLION	8	$48,110	$38,291	$66,722	$50,000	1	39	4	3	18
$100 TO $249 MILLION	8	$63,702	$55,000	$82,400	$58,380	1	43	9	5	61
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	57	$52,760	$47,696	$77,257	$48,000	1	41	5	3	25

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
404 SR OPERATIONS OFFICER										
UNDER $20 MILLION	9	$26,141	$22,853	$34,380	$25,000	1	41	4	4	8
$20 TO $29 MILLION	10	$28,307	$21,925	$32,475	$27,500	1	37	8	6	12
$30 TO $39 MILLION	4	INSUFFICIENT DATA								
$40 TO $49 MILLION	4	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$32,774	$28,121	$43,942	$31,500	1	40	7	3	32
$100 TO $249 MILLION	8	$43,897	$29,754	$44,344	$38,000	2	44	9	3	77
$250 TO $499 MILLION	6	$52,326	$44,270	$84,962	$50,160	1	45	13	3	66
$500 TO $999 MILLION	5	$52,852	$45,160	$79,300	$47,520	1	48	17		88
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	62	$38,561	$35,088	$57,272	$33,000 *	1	41	8	4	34
405 OPERATIONS OFFICER										
UNDER $20 MILLION	14	$18,207	$14,388	$21,404	$17,040	1	37	5	4	6
$20 TO $29 MILLION	9	$21,632	$15,233	$23,693	$20,400	1	32	3	2	11
$30 TO $39 MILLION	8	$22,302	$21,000	$40,000	$18,888 *	2	38	1	2	9
$40 TO $49 MILLION	6	$26,239	$24,800	$34,600	$23,760 *	2	34	3	2	9
$50 TO $99 MILLION	16	$21,405	$19,124	$30,409	$19,800	2	33	4	2	11
$100 TO $249 MILLION	9	$23,961	$20,235	$30,705	$22,400	4	31	6	2	28
$250 TO $499 MILLION	5	$37,802	$33,377	$56,388	$45,540	3	47	9	6	14
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	74	$24,053	$21,376	$34,052	$21,600	2	36	5	3	14
406 PERSONNEL OFFICER/DIRECTOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	11	$30,724	$22,502	$35,145	$30,000	1	42	7	4	13
$100 TO $249 MILLION	10	$34,234	$23,588	$37,245	$33,564	1	49	7	4	4
$250 TO $499 MILLION	5	$40,101	$33,788	$56,596	$42,240	1	51	6	6	4
$500 TO $999 MILLION	5	$46,730	$37,955	$60,555	$45,260	1	35	8		18
$1 BILLION AND OVER	6	$85,394	$72,462	$117,378	$68,000 *	1	49	13	4	46
ALL BANKS	45	$41,146	$36,252	$57,842	$34,104 *	1	45	7	4	12
407 MARKETING OFFICER										
UNDER $20 MILLION	3	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	5	$34,496	$26,625	$43,248	$35,000	1	50	5	4	3
$100 TO $249 MILLION	6	$30,450			$28,200	1	40	3	1	2
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$57,004	$39,725	$63,775	$64,992 *	1	44	5	5	21
ALL BANKS	32	$37,472	$31,990	$53,554	$35,000	1	44	5	4	9

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
408 CONTROLLER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	4	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	5	$36,200	$28,300	$41,200	$33,000	1	31	2	2	2
$50 TO $99 MILLION	7	$34,792	$28,381	$51,002	$34,600	1	40	5	2	19
$100 TO $249 MILLION	8	$35,105	$25,535	$41,167	$31,800	1	39	7	3	4
$250 TO $499 MILLION	5	$43,686	$33,008	$54,486	$44,200	1	56	10	7	8
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$60,838	$60,483	$96,991	$50,004 *	1	44	14	3	26
ALL BANKS	43	$40,671	$34,780	$60,272	$37,500	1	41	6	3	9
409 GENERAL ACCOUNTING MANAGER										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	18	$31,364	$26,654	$45,257	$28,944	1	42	9	5	7
410 BRANCH ADMINISTRATION OFFICER										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$76,648	$65,900	$109,467	$61,332 *	2	46	17	3	412
ALL BANKS	15	$61,317	$48,409	$80,718	$61,000	2	44	11	4	173
411 BRANCH MANAGER (LARGE +31)										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$44,196	$33,807	$53,666	$45,900	5	49	14	2	15
ALL BANKS	21	$42,966	$32,470	$53,434	$41,500	3	46	12	2	28

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
412 BRANCH MANAGER (MEDIUM 10-30)										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	10	$34,469	$30,209	$47,648	$32,000	2	45	7	5	21
$100 TO $249 MILLION	10	$36,707	$27,530	$42,904	$31,733	4	42	7	4	17
$250 TO $499 MILLION	6	$42,248	$28,738	$47,485	$41,649	4	49	12	5	21
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$37,062	$27,657	$43,448	$36,460	42	46	13	2	12
ALL BANKS	42	$36,962	$28,749	$46,076	$36,460	8	45	8	4	18
413 BRANCH MANAGER (SMALL -10)										
UNDER $20 MILLION	7	$25,419	$21,905	$30,515	$26,000	1	44	3	2	4
$20 TO $29 MILLION	3	INSUFFICIENT DATA								
$30 TO $39 MILLION	3	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	12	$32,599	$29,503	$45,670	$30,330	3	40	4	3	9
$100 TO $249 MILLION	8	$33,265	$26,397	$40,298	$27,648	3	40	5	2	8
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$30,771	$22,811	$40,940	$31,115	10	37	6		27
$1 BILLION AND OVER	5	$30,446	$23,096	$36,877	$30,048	17	44	13	1	6
ALL BANKS	49	$30,848	$24,574	$39,028	$30,048	5	40	5	2	9
414 DATA PROCESSING DIRECTOR										
UNDER $20 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	17	$47,090	$34,256	$55,073	$47,000	1	39	7	4	52
415 COMPUTER CENTER MANAGER										
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	16	$56,863			$36,900	1	40	6	4	36

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
416 SYSTEMS & PROGRAMMING MANAGER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	2	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	13	$44,561	$33,766	$56,488	$43,600	1	39	7	3	12
417 DP OPERATIONS SUPERVISOR										
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	19	$27,744	$25,404	$40,000	$25,840	1	36	6	2	9
418 PURCHASING MANAGER										
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	4	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$27,681	$24,773	$39,841	$27,180	1	53	11		4
$1 BILLION AND OVER	5	$33,057	$28,465	$45,293	$28,740	1	47	5	5	8
ALL BANKS	21	$26,102	$22,069	$35,987	$25,920	1	41	9	5	4
419 COMMERCIAL CREDIT DEPT MANAGER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	7	$39,603 *	$22,813	$32,300	$36,500 *	1	46	5	3	18
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	20	$42,592	$30,302	$48,760	$38,520	1	44	6	3	11

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
420 CONSUMER LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$31,254	$20,513	$35,550	$28,400	1	46	10	4	5
$250 TO $499 MILLION	5	$36,278	$30,535	$50,436	$37,140	1	49	11	3	12
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	17	$37,615	$29,876	$49,953	$38,520	1	44	7	3	9
421 MORTGAGE LOAN DEPT MANAGER										
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$30 TO $39 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	5	$36,490	$25,772	$43,204	$39,600	1	45	8	2	13
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	23	$48,621	$37,614	$62,391	$45,800	1	43	7	3	21
422 COMMERCIAL LOAN DEPT MANAGER										
UNDER $20 MILLION	1	INSUFFICIENT DATA								
$20 TO $29 MILLION	2	INSUFFICIENT DATA								
$40 TO $49 MILLION	2	INSUFFICIENT DATA								
$50 TO $99 MILLION	4	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	22	$54,307	$44,943	$69,340	$51,000	1	42	6	2	9
423 SR TRUST OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	3	INSUFFICIENT DATA								
ALL BANKS	15	$58,012	$49,813	$75,615	$50,000	1	45	7	4	29

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	NO OF INCUMBENTS	MEAN AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
424 TRUST OPERATIONS MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	1	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	9	$35,050	$28,039	$45,144	$36,000	1	42	8	3	22
425 TELEPHONE SUPERVISOR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								
426 COMPENSATION & BENEFITS MGR										
$1 BILLION AND OVER	6	$48,451	$33,085	$50,688	$34,860	1	46	9	4	11
ALL BANKS	6	$48,451	$33,085	$50,688	$34,860	1	46	9	4	11
427 PAYROLL SUPERVISOR										
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$25,618	$19,606	$30,749	$24,400	1	37	14	6	3
ALL BANKS	12	$21,953	$17,194	$26,803	$21,288	1	35	9	2	3

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	MEAN AGE	MEAN LNTH OF SERVICE	MEAN YRS IN POSITION	MEAN EMPLOYEES SUPERVISED
428 INTERNAL AUDIT MANAGER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$30 TO $39 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	3	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	5	$51,008	$33,028	$53,366	$41,300	1	39	8		9
$1 BILLION AND OVER	6	$53,085	$43,399	$64,596	$37,980 *	1	50	20	9	15
ALL BANKS	23	$42,749	$34,051	$56,096	$37,980	1	46	9	5	7
429 SECURITY MANAGER										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$43,842	$31,087	$49,037	$46,400	1	44	6	4	17
ALL BANKS	11	$40,157	$28,560	$44,865	$35,760	1	44	5	3	11
430 CONSUMER LOAN COLLECTION MGR										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	4	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	13	$32,262	$23,317	$37,072	$29,304	1	43	6	3	3
431 TRAINING DIRECTOR										
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	10	$31,601	$26,013	$40,537	$29,700	1	36	6	4	4

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES. ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES.

GEOGRAPHIC REGION X RESULTS -- 1984

	NO. OF BANKS	MEAN BASE SALARY	MEAN SALARY RANGE MINIMUM	MAXIMUM	MEDIAN BASE SALARY	MEAN NO OF INCUMBENTS	AGE	LNTH OF SERVICE	YRS IN POSITION	EMPLOYEES SUPERVISED
432 EMPLOYMENT MANAGER										
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	4	INSUFFICIENT DATA								
ALL BANKS	7	$29,368	$24,410	$38,109	$30,000	1	47	5	5	3
433 SR BUSINESS DEVELOPMENT OFFICER										
$20 TO $29 MILLION	1	INSUFFICIENT DATA								
$40 TO $49 MILLION	3	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	2	INSUFFICIENT DATA								
$500 TO $999 MILLION	2	INSUFFICIENT DATA								
$1 BILLION AND OVER	2	INSUFFICIENT DATA								
ALL BANKS	12	$44,876	$36,093	$56,781	$42,000	1	44	9	3	9
434 SR INTERNATIONAL BANKING OFFICR										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	1	INSUFFICIENT DATA								
$100 TO $249 MILLION	1	INSUFFICIENT DATA								
$250 TO $499 MILLION	1	INSUFFICIENT DATA								
$500 TO $999 MILLION	3	INSUFFICIENT DATA								
$1 BILLION AND OVER	5	$76,520			$64,000	1	45	15	2	35
ALL BANKS	12	$61,763 *	$63,398	$101,911	$49,370 *	1	46	10	5	27
435 SR INVESTMENT OFFICER										
$40 TO $49 MILLION	1	INSUFFICIENT DATA								
$50 TO $99 MILLION	2	INSUFFICIENT DATA								
$100 TO $249 MILLION	3	INSUFFICIENT DATA								
$250 TO $499 MILLION	3	INSUFFICIENT DATA								
$500 TO $999 MILLION	4	INSUFFICIENT DATA								
$1 BILLION AND OVER	6	$83,101			$60,000-	1	42	19	4	20
ALL BANKS	19	$58,805	$50,969	$84,911	$48,204 *	1	45	10	5	9
436 SR CORRESPONDENT BANKING OFFICR		INSUFFICIENT DATA FOR REGIONAL ANALYSIS								

* A NUMBER OF BANKS DID NOT REPORT SALARY RANGE FIGURES, ACCORDINGLY THE REPORTED BASE SALARY MEAN/MEDIAN MAY BE ABOVE OR BELOW REPORTED SALARY RANGE FIGURES..